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THE CANNED GOODS TRADE

An Independent Journal of the Canning AND Allied Industries

BALTIMORE, FRIDAY, FEBRUARY 16, 1906.

The BEST QUALITY DELIVERY CANS

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SOUTHERN DIVISION

BOSTON & HUDSON STREETS.

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BALTIMORE

Quick Shipments. Best Goods.

Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

The current week has been one of mixed winter and spring, with rather a preponderance of the former, and much prognostication of spring temperatures which did not materialize. We have two or three days of ice-making weather but the general character of the temperature has been such as goes with March or early April. If it holds as it is it will soon be seasonable and many interested parties are watching it closely especially in relation to futures.

The Annual Convention, now being held at Atlantic City has caused the cessation of much business, as there is a very heavy attendance and nearly all transactions seem to be depending on their return. Brokers at home report nothing doing and in a general sense there is no change in prices.

Corn as we noted last week seems to be rising out of its despondency and in the Eastern part of the country is getting into good position again.

New York and Maine are having fair demand for Future Corn at the factories and corn packers in Maryland having satisfactory inquiries for future contracts from day to day. Brokers generally report good business in future contracts of staple articles and the new season is developing satisfactorily in nearly all articles.

We do not like the pessimistic tone of the financial press in the manner it is persistently indicating that there is danger in the air as shown by the high prices of securities and the continued call for money. Business of all kinds though, is in excellent condition, and we see no cause for the money managers to adopt this tone unless they are playing a game to prepare Congress and the public mind generally for some bill they will have brought before Congress which will give them some new advantage in finances, and this is their usual manner of procedure.

The business in Peas indicates that the market has been fairly cleaned up of holdings, orders for 1906 pack have already been considerably sold at fair prices and there is no fear that the parties who butted in as pea packers so strongly last year and

lost money on it will repeat their folly this season. Of all things on the Canned Goods Schedule Peas are the most difficult for the inexperienced to undertake as they require special attention at nearly every operation and any neglect results in some sort of deficiency that seriously lessens the market price of the canned product.

Brokers are quoting spot at 75c. for Early June standards, 80 to 85c for sifted, $1.00 to $1.10 for extra sifted, $1.15 to $1.30 for fine sifted and $1.50 to $1.75 for petit pois. All the indications are that these prices will be slightly advanced before the packing season of this article arrives.

There is an impression that the packing of sweet potatoes will not be as considerable this season as it was last year, but this is open to grave doubts, as they have attained a place for themselves they had not previously held, both with jobbers and the public as consumers, and will probably hold this as one of the growing necessities of the table that have to be supplied in tin through the greater part of the year. This demand may be at the expense of squash and pumpkin, but it is none the less important for the well-informed packer to watch the trend of the market in such matters.

During the Convention the tomato market has been particularly quiet, waiting for developments. But we do not think the sitation in respect to them will be altered in the least by anything that occurs there. The principal managers of the syndicate are probably at Atlantic City all the week, watching the situation with a view to the early future, so whatever effect the Convention may have on tomatoes will not develop until after the adjournment. Meantime growers are basing their demands on the prices canned tomatoes are bringing now and this action strengthens the position of future tomatoes, at the same time making the position of this article full of speculative uncertainty for the packing season when that time arrives.

At present the previous quotations of the syndicate prevail, although no advance has been made, but the general application of their figures is now absolute. $1.15 per dozen is now the fixed price for No. 3 standards and in the light of this fact and the known light holdings of stocks, coupled with the high prices of growers, we do not understand the selling of futures in tin at 75c., which appears to be the prevailing figure at which heavy orders have been placed. Jobbers seem to recognize that there is positively no risk in making contracts at this figure; in fact, they appear to think it is good hedging to buy futures at this price whilst loading up with spot tomatoes at present values.

In other articles of the canned goods list there is nothing new to report, the season in all respects proceeding naturally and it will be a month yet before we can begin to calculate on what effect Spring influences will have.

Cans and canners' metals show as little change as the goods that are in them and these also are probably waiting for the adjournment of the Convention.

Canners' Metals will be found on their regular page.

New York Market

Reported by Special Correspondent. Market Conditions, Changes and Outlook.

NEW YORK, Feb. 14.—The Canners' Convention at Atlantic City is attracting the bulk of the attention of the trade this week and sales are rather light in consequence of the numerous absentess. Nevertheless, the market is in reasonably good position, and there is no weakness visible so far as reported. Possibly this statement should be modified a little with respect to tomatoes, since there have been sales which have not quite reached the

A GOOD THING TO DO

If you are not already using KNAPP LABELERS and BOXERS it would be a good thing to get posted regarding these labor-saving propositions. Now is a good time. Possibly you may have some goods to label; if so let us send you a KNAPP OUTFIT on trial. We make a special Labeler for canners for use by hand, which we offer at a considerable lower price than our Power Machine. We have sold a good many of them the past season, and users are highly pleased. Each Labeler and Boxer fully guaranteed. Write us for prices, : : : : :

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BERGER, CARTER CO., SAN FRANCISCO, CAL.
PACIFIC COAST DEALERS

high figure which has prevailed. Conditions are said to be good for the season and the outlook is even more promising.

Lobster.—Opening prices on the 1906 pack of Maine lobster have been made. One-pound flats are quoted at $3.50 and half-pound flats at $1.85 f. o. b. Portland. The basis is the same as last year. It has been expected that one Canadian packer would fix his prices, but so far none has been reported. James E. Grant, the well-known Prince Edward Island lobster packer, says that there is no doubt of the growing scarcity of the fish. Each year the supply is reduced and shortly it will be wiped out. He points out that not only is there added expense to the packer in the fact that it costs more to catch and that there are fewer lobsters, but it requires more to fill a can. Formerly two lobsters would fill a can. Now it needs four. The effect of this is to largely increase the cost of packing and will eventually raise the price to practically prohibitive figures. There is little or nothing doing in the local market. Prices are so high that only those who can afford luxuries are in position to buy.

Sardines.—Packers have been working on an agreement for some time to maintain prices, but at last reports it was not quite ready to be given out. It is understood that all interests are included, outsiders, as well as the Seacoast Company. The object is to prevent the price-cutting which has played such havoc with the market. It is possible that the new agreement will not be put into effect until the active selling season of 1906 opens. If it is ready by that time, it is pointed out that it will prevent the losses which have hitherto arisen from reduction of quotations when it was unnecessary. One packer has named a price on new pack, $2.50 per case for quarter-oils and three-quarter mustards f. o. b. Eastport. One other interest is offering to take orders subject to confirmation when prices are named. It is not understood that this interest has yet done much business. Spot goods are steady, but demand is light.

Salmon.—Red Alaska salmon is firm and there is a fair business in progress within the range quoted. The market is generally quiet, however, and most purchases are in relatively small lots. There is a shade more inquiry for fancy Columbia River chinooks, with flats and halves in small supply and tending upward. Other varieties do not appear to be wanted and sales are in small quantities only—such as are needed to fill orders or make good broken stocks.

Tomatoes.—No change was reported in the situation. Principal holders still quote $1.15 f. o. b. factory for standard Maryland 3s, with here and there a lot offered at $1.10 delivered here. Local buyers are taking nothing, excepting what they must have to satisfy their own trade. No purchases have been made from the syndicate by local dealers, if reports are true. They have been buying from outside sources. Futures are firm, with 75c. to 80c. quoted for standard Maryland 3s f. o. b. factory, regular terms. Offerings at inside figures are not free. Standard Jersey 3s are quoted at 90c. f. o. b. factory, regular terms. There isn't much interest in either.

Corn.—The market is a shade easier and rather inactive. It is said that there is almost no new business and that filling of contracts is comparatively light. The situation is not as promising as it was a week ago, when a better feeling pervaded that market, particularly upon State goods.

Asparagus.—The market is firm and a fair movement in spot goods is reported. The market for futures continues strong and it becomes more dificult each day to secure supplies of California pack. The stock of a larger proportion of the packers is sold out and they are refusing to take orders for any more. It is understood that they could have sold twice as much as they have booked had they dared do it. The demand is insatiable.

Fruits.—The market is firm on all varieties, but jobbers are taking goods only as they are needed. Singapore pineapple remains firm at present range of values, the shortage which looms large, serving to hold quotations very stiff. Domestic pineapple

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Wire Coil
Wire Segment
Triangular Bar
Triangular Drop

Solder Wound on Spools for all Capping Machines.

Capacity 10 Tons per day. Satisfactory Solder.

PROMPT DELIVERY.

is moderately active and some strength is reported in the market. Apples are firm and supplies are low. Peaches are steady, with some movement reported in the most wanted grades. The feeling is strong and holders are indisposed to permit supplies to go without full quotations. Other varieties of fruits are quiet, but are firmly held up to quotations. HUDSON.

Pure-Food Matters.

The following letter appeared in the New York Press of February 9:

Sir—The question of preserving food I consider of more importance than the adulteration of food. Food that has been adulterated with some inferior article to cheapen it might not poison the consumer, whereas food that has not been properly preserved will develop toxic germs that are absolutely very dangerous and very frequently cause death. The numerous fatal cases of ptomaine poisoning could have been prevented if the article the poison developed in had been properly preserved.

Cold storage, that has been considered an ideal method for preserving perishable articles of food, is now being condemned by scientists, who claim that it is a mistake to suppose that cold storage permanently arrests the process of decay. Many cases of sickness and death due to toxic infection can be traced to the use of food that has been kept in cold storage too long.

The practice of placing fowl containing their entrails in cold storage should be abolished, as it is unwholesome, disgusting and a menace to health and life. I presume of all the preservatives used on food that borax and boric acid are among the most common ones, and I note the opinions of chemists differ materially as to the effect of borax and boric acid on the digestive apparatus and general health.

Dr. Wiley, of the Bureau of Chemistry, condemns their use as food preservatives. Professor Chittenden, of Yale, who is considered authority in the United States, claims borax and boric acid when used to preserve food would have a tendency to accelerate the flow of gastric juices, thereby aiding instead of retarding digestion.

I have been informed by the pork packers that England demands her meats preserved with borax. The butter men inform me that England has her butter preserved with boric acid.

In looking up statistics I find we exported to England during the fiscal year of 1903-1904, 169,703,849 pounds of ham and 196,822,713 pounds of bacon, making a total of 365,526,562 pounds of meats preserved with borax and comparatively consumed in a year.

Statistics also show that during the fiscal year 1904-1905 England imported from Australia, Canada, New Zealand, Argentine, Belgium, Denmark, France, Holland, Norway, Sweden and Russia 404,604,000 pounds of butter, all of which was preserved with boric acid.

I am informed about 2% of borax is used on meat and ½% of the boric acid in the butter.

According to this, it would require 6,750,000 pounds of borax to preserve the meat and 2,038,970 pounds of boric acid to preserve the butter, making a total of 8,788,980 pounds of borax and boric acid consumed annually by the English nation, and they still enjoy the reputation of being the most healthy nation in the world.

New York, February 7. H. H. LANGDON.

Richmond, Ind—In the Circuit Court an order was issued empowering George R. Bullerdick receiver for the Richmond Canning Company, to sell real estate to pay debts. The company's liabilities exceed the assets by several thousand dollars.

WANTED

POSITION.—As Superintendent Processor; have had 14 years' experience in packing and processing all kinds of fruits and vegetables; I am up to date in steam fitting and installation, care and working of all the machinery used in a factory—in fact, can give plans and superintend the building of new plants complete; am a good manager of help; am strictly temperate and can give the best of reference. Adress G. G. W., 612 East Grand River street, Clinton, Mo.

WANTED—Position by sober young Man; 10 years' experience as processor or assistant superintendent on all kinds of fruits and vegetables, with factory beginning work first of April or later on; can run capping machine or work as all-around man; reference given as to sobriety, etc. Address W. M., care The Trade.

FOR SALE CHEAP.

Oyster Packing Plant, at Cedar Keys, Fla. Oysters 10c per bushel and cheap labor. Capacity 10,000 Cans daily. Good reasons for selling. Refer to Tyler Can Co., Baltimore, Md.

Address, SHELL BLUFF CAN'G CO.
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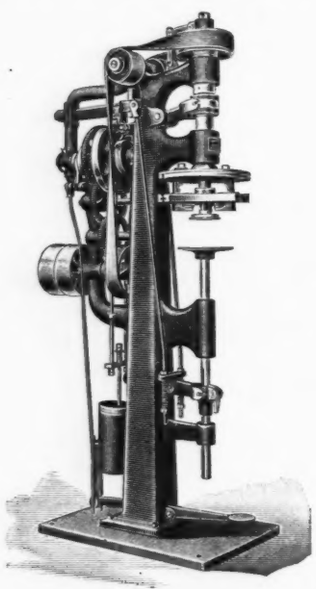
L. & J. A. STEWARD,
TIN CANS AND CAN MAKING MACHINERY.



Our cans and machines are having grand success and we expect to have a factory in the western part of New York so that our friends can get cans at reasonable freight charges.

Steward's sanitary can system and machines have a record. The cans stand still. Three concerns in Maine will have a capacity of nearly a million cans a day the coming season.

Every packer who aims for something good, should use the best. That is ours. We will be at Atlantic City at the Convention with exhibit.

L. & J. A. STEWARD, Rutland, Vt.

VIRGINIA CAN COMPANY

BUCHANAN - - - VIRGINIA

THE VIRGINIA CANS have been largely used throughout the South and the Middle West during the three years we have been manufacturing them.

Our constant aim has been to make them equal to the best on the market. How well we have succeeded is shown by the fact that packers who have used them have almost without exception continued to buy from us.

As our business has grown our plant has been enlarged to more than three times its original capacity, and with the enlargment we have introduced improved methods.

Those who are interested in cans, for either present or future needs, are invited to write to us for information as to prices, deliveries, etc.

Sample cans and booklet containing testimonials will be sent on application.

VIRGINIA CAN COMPANY

BUCHANAN - - - VIRGINIA

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

New York.

The outside holders of tomatoes are letting the syndicate hold the umbrella while they get rid of supplies at slightly below the combine's figures. Jobbers are among these sellers of cheap tomatoes. Sales of No. 3 standards are reported, delivered here, at $1.10 to $1.12½ per dozen. For future delivery the business in tomatoes is slow, the usual quotation being 77½c. f. o. b., with some sellers at 75c. per dozen. Peas are quiet and firm. Corn is easy, Southern Maine style offering at 47½c. delivered. State pack is offered at 55c. to 60c. delivered. Southern and Western corn is pressing for sale. Fruits are quiet, although California brands are attracting more interest. Salmon is quiet and steady. Fancy stock firm, but bulk of receipts are poor and prices very irregular. Florida, per carrier, $1.00 to $5.00; Cuban, per carrier, $1.00 to $3.50.—*Merchants' Review.*

Philadelphia.

The tomato situation is unchanged, the market being firm at $1.15 f. o. b. either Baltimore or Philadelphia. The syndicate seems to be willing to sell at the sacrifice either way, but there are very few takers at the present time. It is reported that some offerings have been made during the week at slightly under the market, but even if this be true the general tone is still dull. Corn is dull, quiet and weak. Peas are going out very well at firm and unchanged prices. Peaches are unchanged and in light demand. Apples are hardening. The New York holders still have their ideas around $3.25, though sales have been made this week at somewhat less. The price of Maryland brands is also hardening. The California general line is unchanged. Sales of future asparagus have been heavy. Baltimore small canned goods are unchanged and quiet.—*Grocery World.*

Chicago.

The canned goods market is strong on practically every description of fruit, and corn is the only kind of vegetable of which there is a large supply. Tomatoes are believed certain to advance further. The syndicate controls tomatoes absolutely, and it is thought certain it will put another advance into effect. Canned peas are getting very scarce and prices are extremely firm. Demand is good, and would be better if there was a larger supply of cheap and medium grades. String and Lima beans are firm also. California and Eastern, including Michigan peaches, are very strong and will go higher when the regular spring demand sets in. Both gallon and 3-lb. apples are very scarce and proportionately firm. Canned pears are in somewhat better demand. Other fruits, such as apricots, cherries, strawberries and blackberries, are strong and will be higher when the demand increases. Canned salmon is firm, on account of the smallness of stocks on the Pacific Coast. Sardines, domestics, are firm and in good demand, as are cove oysters.—*Grocers' Criterion.*

St. Louis.

Tomatoes.—This market is selling down very close in canned tomatoes and jobbers seem disposed to wait until their last case is sold before paying one dollar and twenty-five cents for further supplies. Only one purchase that I can hear of has been made of the syndicate at $1.25, and that was a small one. Buying Futures.—This "spell of weather" has not only set the retailers to buying spot goods, but it has set them to buying futures and it is said that there have been more future canned goods sold by Chicago jobbers in the past ten days than in the first three months of last year. No Cheap Tomatoes.—This market is being scraped with a fine comb for tomatoes under the syndicate price, but the comb now shows no results, as the market is bare. Corn.—Corn packers are bashfully coming forward and naming prices from 57½c. to 62½c., cannery, for Western standard corn for future delivery 1906 pack, but "Willis is not Barkin'," and jobbers "will have none of it." We learn that growers of tomatoes everywhere are demanding $8 and $9 a ton for tomatoes in bulk instead of $5 and $6, as for several years previously. It is also claimed that cases for No. 3 cans have advanced 3c. each and that solder has just gone up 40%. These facts have caused packers to advance prices or withdraw from the market. It is rather anticipated that there will be an understanding arrived at during the National Canned Goods Convention which will result in the putting up of the f. o. b. cannery price of No. 3 tomatoes at least 5c. per dozen.—*The Eli Grocer and General Merchant.*

Canada.

Halifax, Can.

Sales not large. Corn and tomatoes are being sold lower than the market situation warrants. Peas are low and full stocks held. Stocks in all lines are light. This is a limited market for fruits; peaches, straw-

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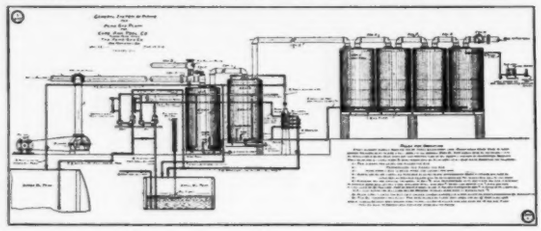
EQUALS CITY GAS AT 25 CTS. PER 1000



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THESE BURNERS REDUCE CONSUMPTION

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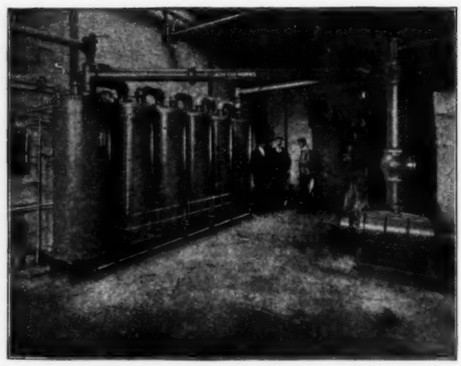

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Wishing you every success and a Happy and Prosperous New Year, we are,

Yours very truly,

ACME CAN WORKS,

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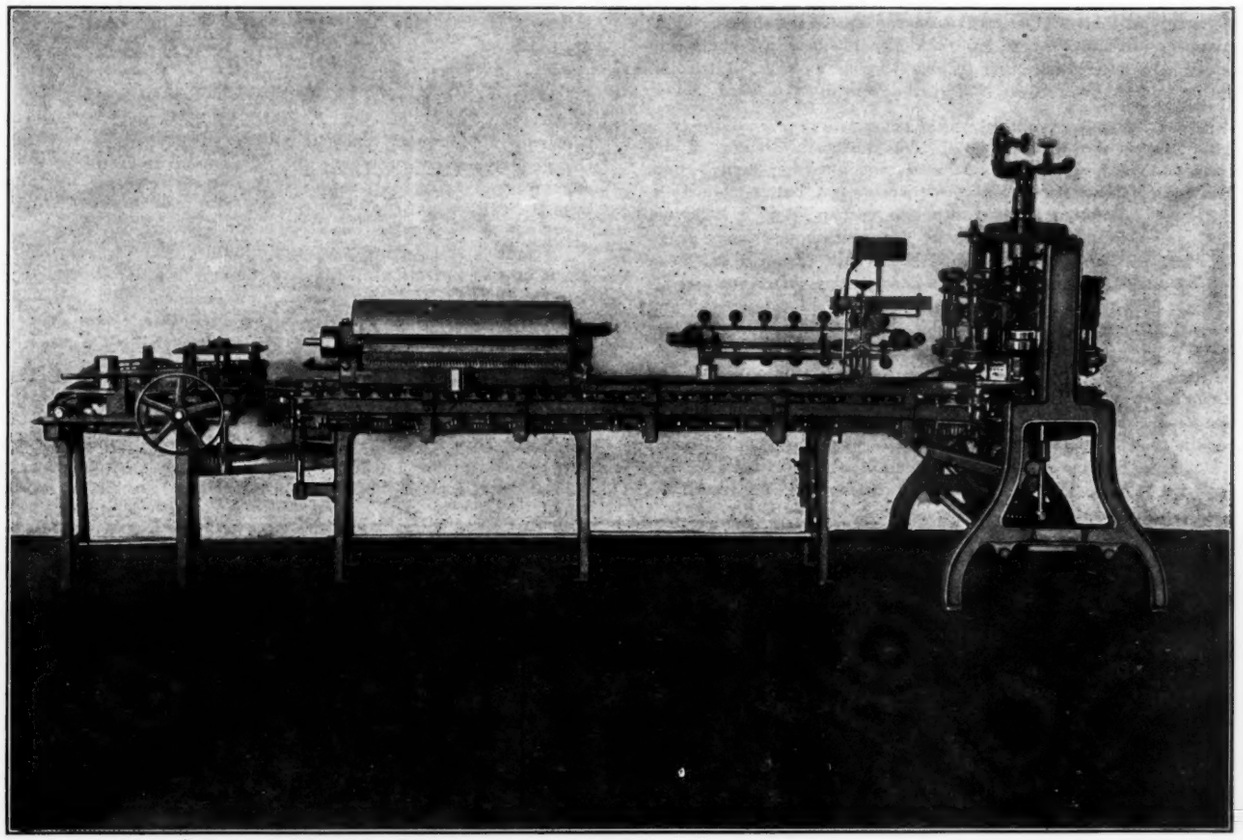
Universal Continuous Capper.



Will cap any size can from a No. 3 tall to a No. 1 flat.

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BROWN, BOGGS CO., LTD., HAMILTON, ONT., Sole Agents for Canada.

berries and apples the only large sellers. Blueberries, which are local packed, are dull this year. Apples are having rather improved sale. Oysters are firmer. Meats low. In domestic fish, a fair stock of sardines; haddies and kippers light supply.

Quebec, Can.

The market generally is quiet. The feature of interest is the advance in this city of tomatoes to $1.00 per dozen. The advance applies only to Montreal and district. The consumption has been heavier than was anticipated by both packers and the jobbing trade, and it is considered that before many weeks the price will be up to $1.00 and $1.15. There is no opportunity this year of securing tomatoes from the United States, prices there ruling at present around $1.10, and the stocks are insufficient for home consumption. Fruits are in fair demand, as are also salmon, lobsters and haddies.

Toronto, Can.

There has been active trade in all lines since our last report. Trade appears to be more healthy than is usual at this season. There has not been the overstocking on part of retailers, and consequently buying has been more evenly regulated. Generally speaking, stocks are showing signs of reduction, but not sufficiently to cause anxiety. Business in Toronto continues dull and uninteresting, due to unseasonable weather. Little improvement is expected until steady cold weather sets in.—*Canadian Grocer.*

London, England.

Salmon.—The market for British Columbia continues to show an upward tendency. The Jason is due next week, and until her arrival there are no flats available on the spot. Alaska is unchanged, but the probabilities are in favor of its going higher, although, perhaps, it is a little neglected at the moment. Lobsters are a very firm market, and fancy prices are being asked for fine half-flats. Sardines. A fair business has been done in home-trade sorts this week at firm rates. Amongst recent arrivals are the Iberia with 2,838 cases, the Dragut to Liverpool with 522 cases and the Spero to Hull with 636 cases. Meats continue to go well into consumption, and the market maintains a very firm tone. Fruits have been attracting some little attention. Prices are unaltered. Pines are in better demand and prices continue to advance. The Singapore exchange has now been fixed at 2s. 4d. the dollar, and, as this is above what it has been for many years past, the probabilities are that the prices for pines will go still higher, although the fixing of the exchange will tend to prevent fluctuations. The Alsterdam, with 74,883 cases fruits and 1,000 cases salmon on board, has been signalled off Dungeness.

Liverpool, England.

Salmon.—The inquiry from the country continues very good, and prices have a strong upward tendency for all the different shapes of best. The spot market, despite the large arrrivals per Keemun, seems to be quite cleaned out, and the Jason and the Tydens are being anxiously looked for, as the demand for current trade is still very far from being coped with. Lobsters quiet. Sardines little more active. Fruits in better inquiry. The country seems to be catching on to the cheap apricots now on offer. Pears and pines are also in demand. Rabbits steady, with a little more inquiry. Tomatoes are advancing in price.—*Grocers' Gazette.*

Canning Items.

New Firms, Changes, Incorporations, Fires, Improvements, Items of Interest.

New York.

Liverpool, N. Y.—The annual meeting of the Woerner Packing and Preserving Company was held recently at the company's plant at Liverpool and the following officers and directors were elected: President, George B. Scherrer; vice-president, J. B. Taylor; treasurer, A. K. Hiscock; secretary and assistant treasurer, F. H. Elliott; directors, H. P. Bigelow, John H. Walrath and D. C. Woerner.

Aberdeen, S. D.—H. J. Lockington has completed a packing house and has it now in operation. The plant, though small, is complete in every detail and has a capacity of 15 cattle and 100 hogs daily. Mr. Lockington expects to supply a large share of the local retail trade and in time to cover the entire territory contributary to Aberdeen. He has secured a thirty-three-acre tract adjoining the city limits for his plant.

Kansas.

North Topeka, Kan.—E. R. Hayes & Co. are forming a company to start a canning factory in North Topeka. The plan is to use the church on Jackson street back of the Hayes store and some vacant lots north of the church.

THE SOLDER QUESTION

Is one to which all packers should give serious attention. There are solders of different kinds, varying not only in the amounts of tin and lead used in their manufacture, but in the quality of these compound parts. We have

THE RIGHT KIND

This is proven by the fact that our business has increased twenty-four times over in the past ten years. Let us quote you, and send samples of

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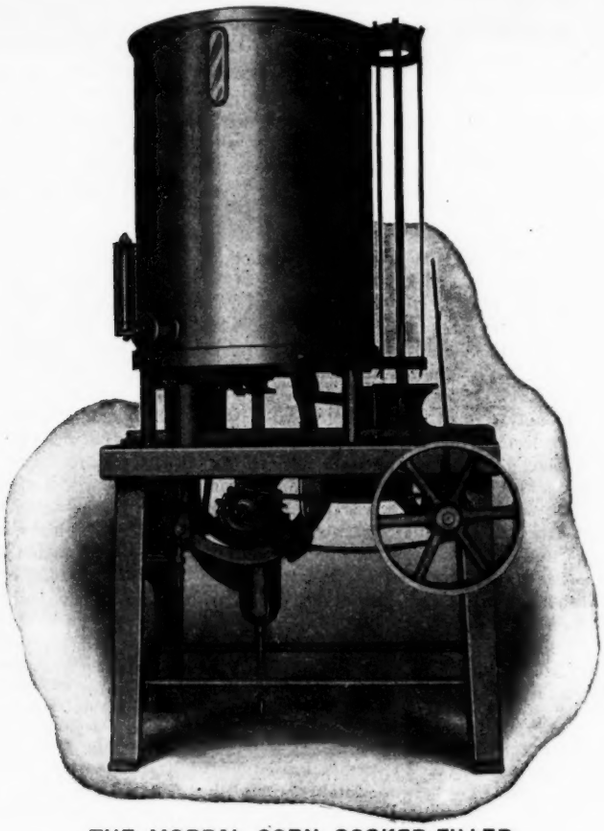

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The simplest and best Cooker out. Do not fail to see the Morral before you place your order.

MORRAL BROTHERS

MANUFACTURERS OF

The Morral Green Corn Cutter
The Morral Corn Cooker-Filler
The Morral Can Wiping Machine
The Morral Labeling Machine
The Morral Tomato Scalder
And other Canning Machinery.

We have a full line on exhibition at

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Write for Catalogue and further information. It will pay you.

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MORRAL, OHIO.

Jeffrey Machinery

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CANNERS AND PACKERS

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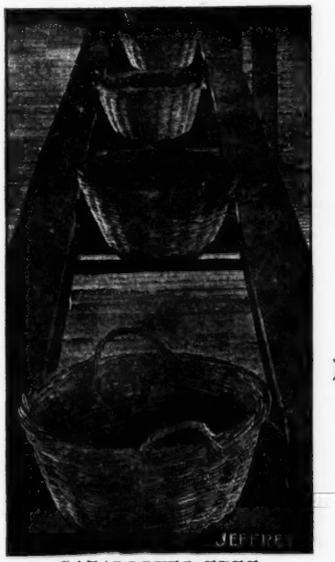
Conveyors for Crates, Boxes and Baskets Endless Apron Carriers.



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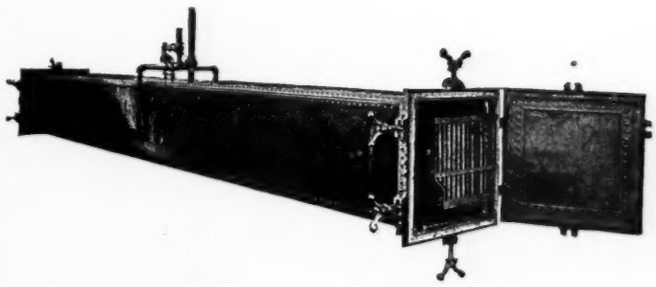

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Baltimore, Md.

Michigan.

Owosso, Mich.—Owosso is fast becoming State headquarters for canned tomatoes. Not many years ago E. J. Payne, of this city, began the canning of tomatoes on a small scale; today his business has assumed huge proportions. This week Mr. Payne received orders for 80,000 three-pound cans and 80,000 cans of next season's growth. Besides managing his factory, Mr. Payne grows thirty acres of tomatoes annually. In addition to that, he has 150 acres under contrract for next season.

Delaware.

Dover, Del.—The well-known Camden canning firm, for years known as Stetson & Ellison, has been incorporated under the name of the Stetson & Ellison Co., and has organized with William Ellison president, William Penewill, vice-president and Remsen C. Barnard, secretary and treasurer. The firm will begin contracting for tomatoes from farmers throughout the county on Saturday, February 17.

Richmond, Ind.—The failure of numerous canning companies in this part of the country the last few years was due in part to the failure of farmers to grow enough tomatoes. They said the crop is a hazardous one, and may be totally ruined by early frosts. In order to stimulate interest one company, whose cannery is across the Ohio State line, is offering $7.50 a ton for tomatoes for the coming season.

Newcastle, Ind.—The Purity Preserving and Canning Co., composed of local capitalists, and organized by L. H. Lefevre, of Cincinnati, has made an assignment. William F. Byrket is named as assignee. The company was organized a year ago, and after selling the finished stock, machinery, etc., will lose about $8,000. The company canned tomatoes, pickles, etc.

Seymour, Ind.—A $15,000 company, to erect a canning plant, to be built at Rockford, work to begin in a few weeks, and to employ from 150 to 200 persons. Allan Swope, of Seymour, and F. J. Schuler, of Crothersville, and Saul H. Davis, of Seymour, are interested.

Greensburg, Ind.—The Greensburg Improvement Association has arranged with Hamilton Brothers, of North Gerard, Pa., to locate a canning factory on the site of the Lincoln Carriage Factory, which was destroyed by fire. The building will cover about 12,000 square feet and the first season will can only tomatoes.

TRI-STATE ASSOCIATION MEETING

Held at the Clayton House, in Wilmington, Del.,

ON THURSDAY, FEBRUARY 8.

In response to the notices given quite a good number of the members of the Tri-State Association met in Wilmington on February 8, it being the annual meeting of this Association. President W. O. Hoffecker called the meeting to order at 11 o'clock, and Secretary C. M. Dashiell read the roll-call and the minutes of the previous meeting.

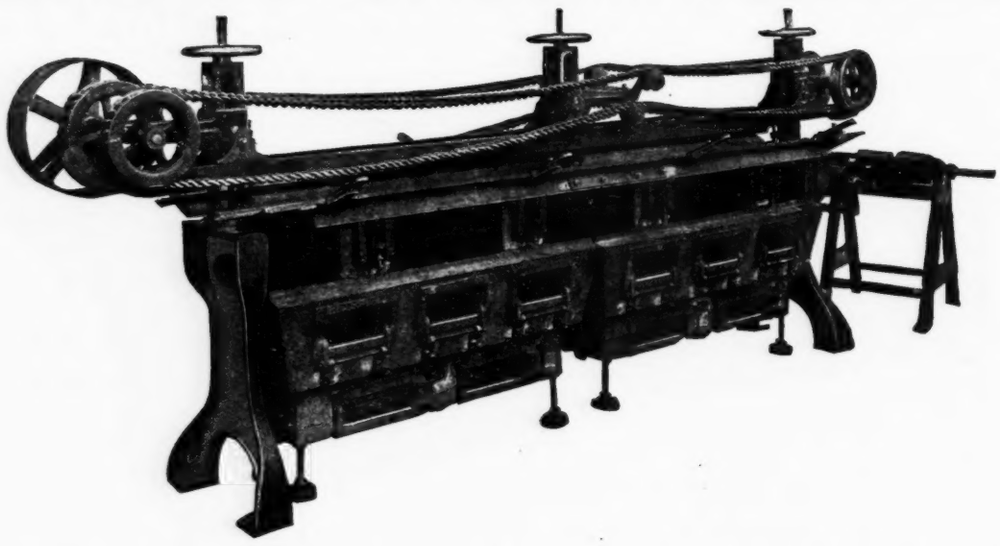
These minutes showed that it was this Association that first brought the industry to a full realization of the small amount of carryover stock of tomatoes from the 1904 pack. In the meeting of July 6, also at Wilmington, and reported in THE TRADE of July 7, the returns of the members covering the three most important tomato-packing States of the country, showed that there were hardly sufficient tomatoes on hand to carry the regular demand for July, and that by the time the new pack would come upon the market practically all carryover stock would have been consumed. This fact, for it has been amply verified since, coupled with the knowledge, also brought out at this meeting, that the acreage planted to tomatoes was not over 60% of an average, gave almost positive assurance that canned tomatoes would be scarce and high in price during the fall and winter of 1905-06. Members went so far as to claim that it was this knowledge, given to the industry through THE TRADE, that brought about the Tomato Syndicate, as it is now known. Full standard No. 3 tomatoes were at the date—July 7—quoted in Baltimore at 67½c. to 70c., but in a week had advanced to 70c. and 72½c. and continued on upward even in face of new goods coming upon the market, as all packers know well.

This is but one evidence of the good work, a well-organized, energetic Association can do, and should be argument enough to make every tomato packer in the region covered by the Association join as a member.

ADDRESS OF THE PRESIDENT.

"Another one of the milestones that mark the stretch of the years has been passed, and the year's record is behind us to be reviewed, but not re-enacted. What has our Association accomplished that is of value to its members, and what are the signs of promise for the future? A year ago your attention was called to the paramount necessity of increased membership. In order to accomplish this, meetings were held at Seaford and Harrington, in Delaware, and Salisbury and Denton, in Maryland. Our mem-

DOUBLE CHAIN FLOATER



This Machine is the very Latest Design of Chain Floater, and will float the tops and bottoms of 130 3 lb. Cans per minute. It is a Complete machine in every respect, having aciding and cooling belt devices attached, and has proven to be a great solder saver. It is made either with or without a coal furnace.

SLAYSMAN & COMPANY,

Factory: *125-127 East Falls Avenue.* Office and Salesrooms: *200 West Falls Avenue.*

BALTIMORE, MD.

bership was accordingly materially increased. But, my friends, how small it is yet as compared with what it should be, and I fimly believe would be if each of us did but approximately realize the possible value this Association may be to us and would earnestly exert himself to induce his neighbor and friends to join It is astounding that an industry of such stupendous proportions involving such an enormous outlay of capital and fraught with such risks should be conducted in such a haphazard, disorganized, go-as-you-please sort of way.

"Witness the results of last year: Packers last winter and spring in large numbers sold great quantities of futures at 65c. per dozen, practically the cost of production, with tomatoes at $6.00 per ton, with no possibility of getting them at any less price, as the contracts were already made, and with the chance of a reduced acreage and impaired crop from numerous causes, to say nothing of divers other hazards against them. A short pack is made and, despite this fact, a vast quantity of tomatoes are sold at less than 90c. and, in my judgment, the only reason that the quantity sold at this priee, or even much less, was not infinitely larger, is not that there was a short pack and a consequent certainty of a higher price (for the knowledge or reasonable assurance of the short pack was quite well disseminated among the packers) but rather the nervy, well-directed and well-sustained action of a few men termed a "Syndicate," who bought and kept buying and thus, in a large measure at least, sustained the market against the terrible onslaught of the jobbers in their efforts in every possible way to break it. This "Syndicate," so called, relieved the weak packers of their holdings, preventing a sacrifice of their goods, buoyed and encouraged the fellow who already felt sure of his ground, but was subject to doubts, and inspired with even greater confidence the man who would not sell for less than $1.00, and thus drove the price up, shall I say? Nay, nay. But rather thus compelled the jobbers to yield to the packers their just dues. For the past three years there has been entirely too much margin between the price paid by the consumer and the price received by the packer. On the present market price for tomatoes the jobber and retailer are simply receiving a smaller, and the packer a larger share of the profit without a correspondingly large increased cost to the consumer. Now, if a few men termed a 'Syndicate,' acting intelligently together upon well-authenticated information covering a large area, can spell the word 'success' in as large letters as will this tomato syndicate be able to do next summer, why can't the packers in these three States, if they were all members in good standing of our Tri-State Packers' Association, coupled with Associations of packers in other sections of our country, immeasurably improve the condition of the canning indusiry? I firmly believe they could. I know of no stronger argument for an Association of packers or clearer illustration of the beneficent results to such an Association than is seen in the formation, operation and present status of the so-called 'Syndicate.' To start with, they had reasonably reliable information of the pack, and this at once introduces the subject of statistics. The great desirability, yea, the absolute necessity for reliable information is patent to every intelligent packer. Those of us who have attended regularly the meetings of our Association will recall the apologies our Secretary has been compelled to make from time to time in reading his report, because of the failure of some to furnish the information desired, and thus thwart his purpose and plan to give us facts, and not estimates. It is worthy of note and congratulation that each successive report has been an improvement upon its predecessor. But, my friends, we should be content with nothing short of perfection in this matter of statistics. If the tonnage of coal mined in this country can be accurately reported, and it is; if the great cotton crop reduced to bales can be reliably given, and it is; if the wheat crop not only of these United States, but of the world in bushels can be published, and it is, how small in comparison is the task before our Association of gathering the statistics of the pack of tomatoes, corn and peas. The importance of this information is emphasized in the fact that, in addition to the efforts of the several Packers' Associations of the country to secure it, at least three trade publications undertook the same work last year, namely, *The Canner and Dried Fruit Packer*, *The American Grocer* and *Bradstreets'*, the last named as to certain States only. The figures published by these papers in some instances vary widely. Take, for instance, the State of Delaware. *The Canner and Dried Fruit Packer* gives the tomato pack for this State as 538,913 cases; *The American Grocer's* figures are 404,155 cases, a difference between these two publications of 134,758 cases in so small a territory as constitutes the State of Delaware. *Bradstreets'* makes it still less, its figures being 389,575 cases, or 149,338 cases less than reported by *The Canner and Dried Fruit Packer*. The figures reported by our Secretary at our October meeting were 448,233 cases. The figures for New Jersey also show a considerable margin between these publications, *The Canner's* being 514,222 cases, while *The American Grocer's* are 416,053 cases, a difference of 98,169 cases. Our Secretary reported for New Jersey 410,400 cases. For Maryland the difference is not so marked, *The Canner* reporting 2,340,052 cases, *The American Grocer* 2,294,408 cases, a difference of only 35,644 cases. For the three States embracing the territory of our Association the difference in their reports totals 278,571 cases. Now, if this same ratio of difference should apply to the other packing States of the country, it would result in a total difference of about 500,000 cases, a quantity entirely sufficient to influence the market. But the actual difference is about double this,

NEW LOCK SEAM CAN! NEW LOCK SEAM CAN!

JOHN W. MANN & CO.,

MAKERS OF

Fruit and Vegetable Cans

We are prepared to furnish the trade with the best Lock Seam Can that can be produced. Our factory is equipped with the most modern Automatic Machinery for making packers Cans. We invite your correspondence, and before placing your orders compare our prices with those of our competitors. Prices subject to change without notice.

Yours truly,

JOHN W. MANN & CO.,

902 to 920 South Caroline Street, BALTIMORE, MD.

being in round figures 1,000,000 cases, a very great difference indeed.

"Now, gentlemen, do we not see the importance of correct reports? If our members would only be diligent in assisting our Secretary to gather the information and the other Associations of packers in the country would do likewise, we could by an interchange of reports have accurate information not only of our own territory, but of the whole country, and have it, too, in advance of any trade publications. I incline to the opinion also that it would be wise to publish the information. By so doing, I believe our Association would speedily attain to a position of recognized authority on statistics relative to the canning industry.

"Reports of crop conditions, size of the pack, etc., are sure to be published. If the figures cannot be had from the packers directly or indirectly, they will estimate the pack, and, of course, are just as liable to overestimate as to underestimate it, and this applies alike to a large as well as a small pack, and no one will question the harmful effect of an overestimate in the case of an already large pack. The buyers are going to wait for published reports before stocking up heavily unless prices should be tempting, as seemed to be true in regard to corn last fall. The price on that article, however, seems to be no lower after the figures showing the immense pack were made public than before. On the other hand, the market on tomatoes, which was already high, has advanced about 15c. per dozen. I firmly believe that if reliable information concerning the size of the tomato pack of 1905 could have been published about November 1 the market would have reached the dollar mark long before it did. I very much question whether we gain anything by withholding information from the buyers. I would have this information, however, go out from the Secretary of the Association. Price is always contingent upon conditions, either real or imaginary. It is just as fatal in its effect upon the market price for the buyers to believe there has been a large pack of any given article as it is for them to have positive knowledge of this fact. Nor does the situation change until the facts are made known. Meanwhile, as instanced last fall in the case of tomatoes, the packer who must sell suffers a loss. There is no doubt but that the jobbers generally were under the impression that there had been a much larger pack of tomatoes last season than was actually made, nor are they today entirely free from this impression. They think and say that vast quantities of tomatoes were bought by speculators, who are still holding them, who know nothing about canned goods, nor how to market them, and when they attempt to sell, the market will surely break. They point to past history for a confirmation of their belief and statement that the corner of the tomato market by the syndicate will sooner or later collapse. Now, if there was a source of information that these buyers could absolutely rely upon, conditions, I believe would be materially improved in the interest of the packer. I covet for our Association this position. Among the various suggestions covering the canning industry is this, that canned goods be listed and sold in the exchanges like wheat and cotton, etc. Now, this suggestion may have much of merit in it. This plan would surely tend towards a greater uniformity in price, a regular and uniform grading as to quality and would practically eliminate rejections and probably greatly curtail the sales of futures. The farmer if his wheat grades No. 2 red, gets the top price for it. On the other hand, if it grades only Steamer, he is obliged to take the price for this grade, which is a perfectiy square deal to all parties concerned. In no case is the price on Steamer grade used to pull down the price on No. 2 red grade. Supply and demand regulates the price of No. 2 red, and the price on this grade determines the price on the lower grades. Not so with canned tomatoes. A packer may have a pack of extra good quality and under normal conditions of the market he is at once confronted with the price on lower-grade goods, and unless he is willing to accept the price of the lower grades, he loses the sale. The buyers are continually, and properly so, for I am a firm advocate of high quality, clamoring for better quality, and yet, as I see it, they are as steadily choking the wheels of progress in this direction by virtually compelling the packer of high quality to accept for his goods the price paid the packer of a lower quality. If they would only properly recognize the difference in quality and pay accordingly, they would at once stimulate and encourage the packing of the better grade of goods. It is a lamentable fact, but nevertheless true, that there is more money made on and a quicker sale made of the lower-grade goods than of the higher, and it is because, as a prominent jobber told me recently, that 'dollars and cents count.' Said he, of course, barring a few exceptions, if you are asking a dollar for your goods and some other packer will take 97½c. for his, though they may not be quite as good as yours, his will be accepted on account of the lower price. And this is a very fair illustration of the market conditions generally speaking. Now, I am not ready to claim that this plan of selling canned goods is the one for us to adopt, although on its face it looks feasible, but certain it is there is a crying need for improvement over present methods. There is another point that it may be well to mention, cleanliness. Much has been said and written upon this subject, and, as packers, we are forced to admit that there is a widespread prejudice against canned goods, because of the lack of care and cleanliness upon the part of some packers. The canning industry is here to stay, and if we could only recognize and fully appreciate the fact that, as manufacturers of food products, we are supplying the tables of the families of this land, regardless of station, calling or means,

REGISTERED W A B TRADE MARK

This TRADE-MARK Insures
The BURPEE-QUALITY of the
Best "Seeds that Grow"

Burpee's Seeds cost but little more than do usual commercial grades—and yet are *worth* much more. At our own farms in Pennsylvania and New Jersey, as well as in the gardens of planters everywhere, **Burpee's Seeds** are proved by test to be the BEST SEEDS THAT GROW. Consequently we hold the largest mail-order seed trade in the world.

Our "Silent Salesman," neatly dressed in a "coat of many colors," and telling the *plain truth*, with photographic pictures of the superior products of BURPEE'S "SEEDS THAT GROW," will be sent by return mail—if YOU will write a postal card for

1876 *Burpee's* 1906

FARM ANNUAL FOR 1906

Thirtieth Anniversary Edition of "The Leading American Seed Catalogue."

This is a handsome book of 168 pages, carefully edited and neatly printed. Bound in cover lithographed in nine colors, it shows, *painted from nature*, Seven Superb Specialties in Vegetables of unequaled merit and Six Novelties in Flowers, including LUTHER BURBANK'S *New Floral Wonder*.

This Invitation to write for our New Complete Catalogue and then participate in the Special Celebration of our Thirtieth Anniversary is given to all planters who delight in raising the Choicest Vegetables or most Beautiful Flowers.

If you intend to garden this spring, you will want to lay your plans, and therefore we urge you to **WRITE TO-DAY!**—the very day you read this advertisement. Mention this paper and address

W. ATLEE BURPEE & CO., Seed Growers, PHILADELPHIA, PA.

TO CANNERS

WE shall be pleased to quote special wholesale prices upon receipt of information as to quantities and varieties of seeds required.

BURPEE'S "BLUE LIST"

of wholesale prices for market gardeners, a complete catalogue of 104 pages, will be mailed together with our retail catalogue advertised herewith to all canners who kindly apply for same.

W. ATLEE BURPEE & CO.

SEED GROWERS, PHILADELPHIA, PA.

At the Convention did you see our

Solder Applied Cap Machine

Applying Solder to Caps?

Samples Cheerfully Furnished : : : : : Write us for Particulars

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LET US QUOTE YOU ON

PIG TIN, PIG LEAD,

WIRE, BAR, DROP RIBBON OR SEGMENT

SOLDER

with a considerable part of their daily supply; that we are catering to the tastes of every class of our cosmopolitan population; that our canning factories are in no small sense the kitchens of this land, we, I am sure, would be inspired with a greater determination and zeal to exercise greater care and cleanliness in the preparation and manufacture of our products, and by so doing materially help to break down and ultimately remove the prejudice against factory canned goods and correspondingly enlarge the market for our products. It is impossible, gentlemen, for us to be to be too fastidious on this point. Let us keep ever in mind the injunction, that 'Cleanliness is next to Godliness.' You will recall that in my address a year ago I called attention to the slack coating of tin on the plates from which our cans are made. And I again refer to it, firmly believing it is a subject worthy of our attention. I notice in the published reports of the examinations of spoiled goods made by Professor Duckwall, that he assigns in numerous cases as the cause of spoilage defective coating of tin on the plates from which the cans were made. He claims that packers' cans should not be made from plates having less than two and one-half pounds of tin per box, and that three pounds is safer.

"The Missouri Canners' Association, at their meeting held in Kansas City last month, thought this matter of sufficient moment for discussion, and the passing of a resolution calling for a two and one-half pound coating on tin plates for use in the manufacture of fruit and vegetable containers. They also voted to have this resolution brought before the National Convention at Atlantic city this week, with the idea of having similar action taken on this question. There are numerous other subjects that might well and profitably be given consideration, but your patience has already been largely trespassed upon. Let me merely suggest a few: A uniform selling contract, with pro-rata delivery clause; a uniform length of time of guarantee against swells. One decided result has been obtained in the securing of a joint arbitration board by our Association with the Wholesale Grocers' Association of New York, to whom may be referred questions of rejection in accordance with regulations adopted and governing in such cases. It may well be worth our while to enlarge the field of our operations and secure similar action on the part of other Wholesale Grocers' Associations. In conclusion, let me urge upon our members the absolute necessity of an earnest, active interest on their part in our Association. Without this, it cannot thrive, indeed it cannot long survive. With it, we become in ever-increasing degree a powerful and influential organization, commanding not only the attention, but the respect and kindly consideration of all having relations with this great canning industry."

The election of officers was the principal business of this meeting, and upon a motion seconded and carried the Chair appointed a committee on nominations, comprising Messrs. Stevens, of New Jersey; Cannon, Jr., of Delaware; Saulsbury, of Maryland, and Langrall, of Baltimore city. At the conclusion of the morning session the committee withdrew for consideration and to report at the afternoon session.

Secretary-Treasurer C. M. Dashiell made his annual report showing cash on hand January 1, 1905, to be $50.72; receipts during the year 1905, $526.21, making a total of $576.93. The expenditures were $261.22, leaving a balance of $315.71, and the report was accepted as correct.

Mr. Langrall, of Baltimore, inquired as to the salary of the Secretary-Treasurer, and finding that it was but $100 for the year, pointed out that this was too small for the immense amount of work done, and made a motion that it be doubled, and the motion was seconded and carried unanimously, despite the protests of Mr. Dashiell, and the increase was made to apply to the year 1905.

AFTERNOON SESSION.

The first work of the Association was to hear the report of the Nominating Committee. This committee reported that it had renominated all the officers of the previous year and special committees, and upon motion the ballot was cast as a whole for re-election.

The reports of members as to the holdings of tomatoes at present brought out the fact that in the three States named there were about 115,000 cases of tomatoes of all kinds reported, being made up of small lots in numerous packers' hands. This is a most extraordinary showing, and was a surprise to the members themselves. It was also developed that very few futures had been sold up to the present time, and with the growers demanding from $8 to $9 per ton it is not deemed wise to accept the present prices offered for futures, as they are too low.

There being no further business before the meeting it adjourned.

Money's Substitute Pure-Food Bill.

Senator Money has introduced an amendment as a substitute for the Heyburn Pure-Food Bill, which has been favorably reported to the Senate from committee. The Money bill, it is said, embraces the ideas of the National Food Manufacturers' Association on the question of pure-food legislation and harmonizes conflicting State laws. It takes from the Bureau of Chemistry of the Department of Agriculture the duty of fixing food standards and places it under the Department of Commerce and Labor.

It is foolish

to ignore facts when it costs you money to do so; and the fact that the largest consumers in the world, as well as the most particular class of users, have adopted

Standard Soldering Flux

is a pretty good reason for trying my flux and trying it NOW.

Next Week I'll tell you another reason why you should use my flux.

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MARLOU CHEMICAL CO.,

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S. O. RANDALL,
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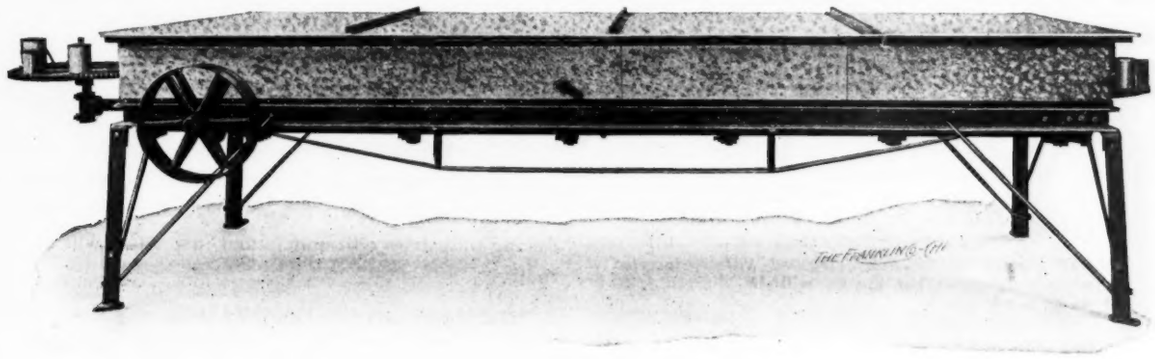
Southern Agent.

THE HAWKINS UNIVERSAL EXHAUSTER



OPERATION

As shown by illustrations the cans are received in single line direct from Filler and fed into the machine automatically by the well-known Hawkins Disc Feed Mechanism and carried by intercommunicating revolving discs. The steam is supplied by curved pipes which conform to the lines of travel of the cans.

Will handle any shape can of any size up to and including gallons, without change.

SIMPLE, DURABLE, and cannot get out of order.

No chains to break or wear.

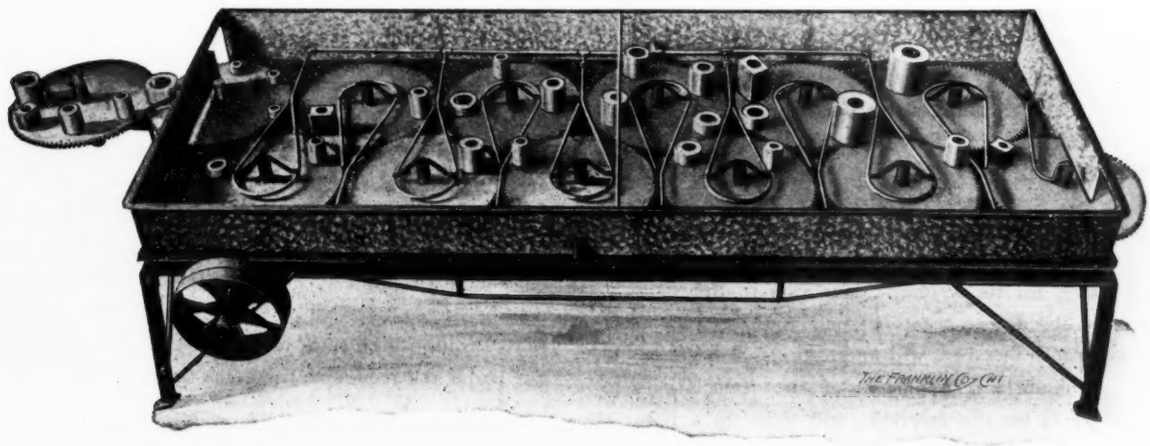
SIZES AND CAPACITY

This machine can be furnished any size and any capacity desired. The standard sizes are as follows, capacities mentioned being based on two minutes exhaust:

No.	*Capacity 3-lb. cans*	*Floor Space.*
8	45 per min.	5 x 11 feet
10	57 " "	5 x 13 "
12	68 " "	5 x 15 "
14	80 " "	5 x 17 "
16	91 " "	5 x 19 "

Superior to all other mechanism used for Exhausting Cans.

Its efficiency has been thoroughly demonstrated in actual packing.



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SPRAGUE CANNING MACHINERY CO.

42 RIVER STREET, CHICAGO, ILL.

THE TRADE.

PUBLISHED EVERY FRIDAY BY

THE TRADE COMPANY.

INCORPORATED.

E. S. JUDGE, - - - - - - President and Managing Editor.
A. I. JUDGE, - - - - - - Secty.-Treas., Asst. Editor.

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Foreign,	$4.00

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Notices of *Hands Wanted* or *Situations Wanted* will be inserted free for paid annual subscribers; other parties will be charged $1.00 per inch per insertion, $3.00 per month.

Packers are invited and requested to use the columns of THE TRADE for inquiries and discussions on all matters among themselves pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

Entered at the Postoffice, Baltimore, Md., as second-class mail matter.

BALTIMORE, FRIDAY, FEBRUARY 16, 1906.

CONVENTION NOTES.

The Annual Convention of the Canning Industry has been in session during the current week and has been very well attended. New Jersey packers and New York brokers were much in evidence and Baltimore was very well represented, whilst the West had a very heavy delegation of both canners and brokers as well as a good showing of machinery men.

The machinery display is large and attractive and will be categorically described with full particulars of the whole Convention in our issue of next week, as we do not wish to make two bites of this fruit, knowing, as we do, that a great number of people will preserve it for reference during the year, both for its reading and advertising pages.

En passant, it is very interesting to note that San Francisco is credited with the intention of inviting the Convention to meet in that city in 1907 for its Annual Convention in February of that year. It will be due to meet in some Western city next year, and the Western members will unquestionably insist on its doing so, but we doubt if the officers of the Associations, to whom this matter is usually referred, will agree to call for a meeting at so distant a point.

A San Francisco paper, however, says the local association of canners of that city instructed its representative to seriously extend the invitation, and the question of accepting or declining it will rest with the Convention itself. The Pacific Coast canned goods packers were represented in the general Convention for the first time last year, and action in extending this invitation shows that they recognize the excellence and influence of this great body of experienced men in the industrial lines of this business.

We believe Dr. Wiley, the expert and authority of the government, will be well listened to when he addresses the Convention, as we observe the objections to his rulings on pure-food matters are raising many critics in various parts of the country, some going so far as to say that his rulings upon the question of benzoic acid and benzoates will bring him into conflict with the Almighty, as to be consistent he will have to prevent Nature doing the work the Creator has given her to do in the manner and with the ingredients given her to do it with.

All the food industries are now objecting to the rulings and decisions in respect to pure foods; not only the canners and packers of fruits and vegetables, but of meats and confectionery, drugs and liquors and even beverages are now concerned, and a special commission will probably be necessary to handle this matter permanently, as it is evident the questions to be settled will take years of study before the food manufacturing and producing industries will understand just what will be required of them.

The railroad legislation is in about the same position, especially the question of rates; it will need particular knowledge and application to meet the requirements of the railroad problems that will be continually bobbing up, and it is too intricate and full of minor matters to be well attended to by the Interstate Commerce Commission. Dr. Wiley's text opens a large field for the subjects pertinent to "Some Chemical and Ethical Problems Connected With the Preservation of Food," is enough to make the average canner fear he can never possibly learn his business completely.

The mingling of chemicals and ethics in a discourse before a business men's meeting is almost an invasion of the domain of commerce by the advocates of the higher education and, considering the source from which it emanates, is almost enough to make practical men believe our government is becoming almost too paternal. Is it possible that canners will have to teach the government the practical part of the canning business, or will the goverment teach the canners chemistry and ethics?

It would have been extremely interesting to have an informed government authority tell the Convention at Atlantic City just what will be the immediate effect of the new German tariff, which goes into effect on March 1 on canned goods, and to suggest the best way to meet it. This change in the German tariff is recognized as being aimed directly at the United States, but the move is a shrewd one, being based on our pet theory of protection, so His Majesty has the satisfaction of knowing his move may be successful either by giving him the success that has come to us through high tariff or of compelling us to come down off our perch and recognize the necessity of European markets.

The Atlantic City Convention seems, as was anticipated, to be quite a large success, there being an attendance exceeding 2,000 and a machinery display, both larger and showing more new features than was expected. The address of Dr. Wiley was complimentary to the canners, the noted doctor declaring that the canned goods product of foods was freer of injurious matter than any other prepared foods in the country. The Convention indorsed the demand for a pure-food law of national application, the conflict of State food laws causing great hardship and uneasiness at present. This is said to be the greatest indorsement yet given to the congressional attempt at producing a National Pure-Food Law.

United States Department of Agriculture,

BUREAU OF CHEMISTRY.

H. W. Wiley, Chief of Bureau.

(F. I. D. 33.)

THE IMPORTATION OF A BEVERAGE UNDER A MISLEADING NAME.

A shipment of food product has been offered for importation labeled RASPBERRY VINEGAR. On notice that it was held for inspection, a representative of the importer appeared and stated that the substance was not a vinegar, but a drink and intended to be used as a beverage. In this case the material is held to be misbranded, as a vinegar is never intended as a beverage, but only as a condiment.

Notice is given that after May 1, 1906, importations of this description, or similar thereto, will not be admitted if misbranded in the manner mentioned. The name of the article, if descriptive, must indicate its true character. It is suggested that the term RASPBERRY BEVERAGE is a suitable designation. It will be held, however, that if so labeled it must be a bevrerage made solely from raspberry or raspberry juice, and not preserved with any substance unmentioned on the label, except sugar, vinegar or spices. Any substance added to such a product must not be injurious to health nor in violation of the laws of the country whence it comes.

(F. I. D. 35.)

MODIFYING IN CERTAIN CASES PROVISIONS IN F. I. D. 12 AND F. I. D. 26.

Experience has shown that in some cases the literal execution of the provisions of F. I. D. 12, of March 1, 1905, relating to first notice to importer, and of F. I. D. 26, relating to the date at which relabeling after arrival in the United States may be permitted, namely, September 1, 1905, may cause unnecessary annoyance and inconvenience. It is, therefore ordered that these two decisions be modified to permit in certain cases the importation of an article not labeled strictly in harmony with the provisions of the food-inspection laws after it is relabeled in a manner satisfactory to the Department. Such action seems especially desirable at the smaller ports, where exact information respecting the requirements of the inspection of foods is not so easily obtainable.

F. I. D. 26 is also amended so that in certain cases importation after relabeling will be permitted. It is difficult to state exactly in what cases these amendments to F. I. D. 12 and F. I. D. 26 will be applied. In general, it may be said that where a food product is misbranded, but no substance deleterious to health has been added, and where neither the importer nor the shipper has had notice of the existence of the law or its requirements, permission to relabel may be given. A similar permission will be extended to all food products already afloat at the time of receiving the first notice or which are so advanced in shipment that they cannot be countermanded by cable or otherwise. Other miscellaneous requests for permission to relabel will be decided upon the merits of the case presented, and permission to relabel be granted when it is evident that neither negligence nor indifference is responsible for the failure to secure a proper branding of the product. A similar permission will also be granted when it is apparent that the purpose of the law may thereby be fully accomplished. This action is not to be taken in case of food products containing added substances injurious to health or forbidden by the laws of the country from which the substance comes.

In this connection it is suggested to importers that all orders for food products in the United States be given subject to the passing of the inspection of the ports of entry. It will not be considered a sufficient excuse for the importation of improperly branded or otherwise objectionable food products to show that they were paid for before the inspection took place. The law has now been in force long enough to acquaint foreign exporters

Why Label or Wrap by Hand?

The BURT MACHINES do Better and Faster Work,

and from 35 to 50 per cent. Cheaper!

You cannot begin to appreciate their many advantages until you use them. They will prove a valuable acquisition to your plant and meet all requirements—you need not keep them, if they don't. Guaranteed in every respect, what room is their left for hesitation?

Why not decide TODAY to install a BURT LABELING or WRAPPING Machine? Write us now; shipment any time.

BURT MACHINE COMPANY, Baltimore.

with its existence and domestic importers with its provisions. It is, therefore, held that paying for food products before inspection is completed will not be deemed a sufficient excuse for asking for the relabeling, remarking or admission thereof.

There are certain other cases in which relabeling of an importation of food products may be permitted, but in no case will such a courtesy be extended where it is evident that either importer or exporter has had ample opportunity and notice to comply with the provisions of the law. Such cases include those where evidently honest attempts have been made to comply with the conditions of the law and where failure has been due to ignorance of the exact nature of the conditions required, or some unavoidable cause. These amendments are made to prevent unnecessary annoyance and hardships, and will not be construed in any way to excuse a failure to comply with the conditions of the law where it is is evident that these conditions have been fully understood and opportunity afforded for their application.

(F. I. D. 36.)

SUBSTANCES, ORDINARILY FOOD PRODUCTS, INTENDED FOR TECHNICAL PURPOSES.

The question has been raised on several occasions whether food products which are offered for importation for other purposes than to be used in foods are subject to the inspections of similiar products when intended for consumption. It has been held (F. I. D. 32) that it is not the purpose of the law, nor is it possible, to follow the ordinary food product into consumption in order to determine to what use it is finally put. The law levying duty on olive oils specifically provides that when such oil is imported for mechanical purposes it is free from duty as an edible oil, provided it is in a condition of rancidity or other state which renders it unfit for consumption as human food. There is no statute covering a similiar condition for other food products. It seems only reasonable. however, to apply this principle of law to other food products when it can be done without complicating the question of the ordinary inspection.

It is, therefore, held that a substance which ordinarily is considered a food product, when offered for importation for technical purposes may be admitted without inspection on the following conditions:

(1) That in the invoice and accompanying declaration it is specifically stated that the substance in question is to be devoted solely to technical use.

(2) That the substance be so denatured, either by natural or artificial means, as to render it unfit for consumption as human food.

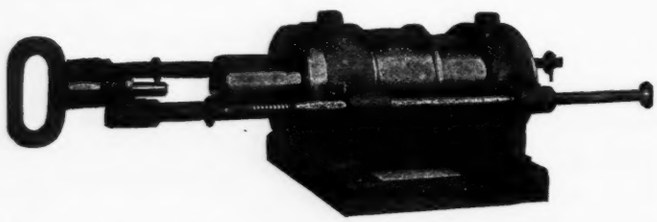
This Department reserves the right to determine in any given case whether or not the denaturing process is of a character which would render it impracticable to recover the article in a form suitable for consumption as human food. When substacnes ordinarily food products are presented hereafter for import into this country with the invoice and declaration above mentioned and in the denatured condition specified, they will not be detained for inspection by this Department longer than is necessary to ascertain the above facts. A denaturing process will be held to be valid provided it so changes the taste of the food product as to make it impossible for it to be consumed for food purposes, as, for instance, by the addition of an excessive quantity of common salt or other denaturing agent which would impart a taste of such a character as to cause it to be rejected by anyone attempting to consume it.

This decision shall not be considered in any way to change the opinion of this Department with reference to food products offered as such for importation and afterwards declared to be intended for technical purposes, as stated in F. I. D. 25, of June 21, 1905.

Approved: JAMES WILSON, Secretary of Agriculture.
WASHINGTON, D. C., January 18, 1906.

Pineapple Sizer.

The cut below represents a machine for the sizing of Pineapples. Any size up to 3⅝ inches diameter may be cut by changing the sizing tube or cutter. which is made of brass and held in recess of spindle by two screws. The hollow spindle is also lined with brass to prevent the fruit coming in contact with the iron as it passes through the spindle. The Pineapple, after being cored, is placed on the centering plug on cross head and fed through the tube by hand holt on cross heads, the rods on the sides act as guides.



CAPACITY FROM 8,000 TO 10,000 PER DAY OF 10 HOURS.

Speed of Machine, 400 to 500 revolutions per minute.

Size of Pulley on Machine, 6 in. diameter, 3 in. face.

THE JOHN R. MITCHELL COMPANY

Canning and Canmaking Machinery,

Foot of Washington St., BALTIMORE, MD., U. S. A.

SOUR CORN
SPOILAGE OF ANY KIND

¶ Have your canned goods examined so that you may be sure they will keep. Sometimes canned goods will remain good throughout the winter and will : : : : : : : : : :

Spoil In The Spring

¶ Now is the time to investigate this matter and prevent losses. How will you know? We can tell you how! By microscopical examination to see if there are any bacteria in the cans. Are you a subscriber to the : :

NATIONAL CANNERS' LABORATORY?

¶ If not write us about it. We are doing work for hundreds of factories; the yearly cost to each subscriber is $25.00; a small sum invested in this way may save you thousands.

HAVE YOU A COPY OF PROF. DUCKWALL'S NEW BOOK?

¶ *A volume of 500 pages*, price $5.00. Many testimonials. One packer says it is worth its weight in gold. : : : : : : : : : :

NATIONAL CANNERS' LABORATORY

ASPINWALL, PENN., U. S. A.

A WORD OR TWO ABOUT CAPS

TO THE CANNING TRADE

After you have selected your make of cans, and we assume that you have done this with due regard to the materials used, the workmanship employed, and the reliability and the responsibility of the can maker, there naturally arises the question of closing the can, whether you will buy the solder hemmed caps, or use the plain cap and buy solder.

The solder hemmed cap is growing very rapidly in favor. Its use is becoming more and more general each year, both East and West. There are many reasons for this; its great convenience, being always on hand and ready to use, its uniformity in making a good sure closure, and the greater capacity for capping regardless of the method or the machinery used in capping, and further, taking year in and year out, its CHEAPNESS. Take this year for instance and the economy of using solder hemmed caps is very apparent.

But whether you use the solder hemmed cap or the plain cap (we furnish both) we want you to observe the perfect fit of our caps, the clean cut edge, the freedom from burrs——in fact the CONTINENTAL CAP is fast becoming as well known as the CONTINENTAL CAN, of which it forms a very important part.

Of course you have seen our cans and caps, but if you have not, just drop us a line and we will gladly send you some samples.

Awaiting your commands, we remain,

Very truly yours,

CONTINENTAL CAN CO.

Thomas G. Cranwell, President.

Continental Can Company

DIRECTORS:

T. G. CRANWELL, Prest.
A. W. NORTON, Vice-Prest.
F. P. ASSMANN, Secy. & Treas.
J. C. TALIAFERRO,
B. H. LARKIN,

C. A. SUYDAM, Sales Agent.

Factories, CHICAGO, ILL., SYRACUSE, N. Y.

Report on Food Products in North Carolina for 1905.

By B. W. Kilgore, State Chemist.

(CONTINUED FROM LAST WEEK.)

STANDARDS AND RULINGS OF THE BOARD OF AGRICULTURE RELATING TO FOOD UNDER THE PURE-FOOD LAW.

Rulings have been made regarding the subject of branding or labeling and preservatives and a form of guarantee provided as required in section 6 of the law. Standards have been fixed for a considerable number of food products. Others will be made later. The following subjects have been covered and the attention of merchants is especially called to these rulings and standards:

Vinegar.—To be standard, vinegar shall contain not less than 4% of acetic acid. When of less strength, the percentage of acetic acid must be branded on every package in which it is sold, exposed or offered for sale. Vinegar must not contain any preparation of lead, copper, sulphuric acid or other ingredient injurious to health, and when artificially colored the fact shall be made known by a proper label (as designated under paragraph on "Labeling"), attached to every package in which it is sold, exposed or offered for sale.

Vinegar, Apple Cider or Orchard Vinegar must be made from the pure juice of apples, free from foreign substances, and must contain not less than 1.60% of apple cider solids, and not less than, 25% of apple ash.

Other Vinegars must be sold under names which represent truly the material or materials from which they are severally made, as "Malt Vinegar," "Grape Vinegar."

All fermented and not distilled vinegars must contain not less than 2.0% of the solids of the grains from which they are made and not less than 0.2% of ash.

Distilled Vinegar must be labeled and sold as such.

Spices and Peppers.—Spices and peppers must be pure and true to name, and must not be mixed with other substances or with exhausted or impure articles of their own kind, unless labeled and sold as adulterated.

Mustard.—Dry mustard must be pure. Mixtures of mustard, vinegar and spices may be sold as "Prepared Mustard," but must not be diluted with starch or other materials, unless the fact is made known on the label.

Ciders and Fruit Juices.—These must be made of unadulterated fruit juices, and be sold under the name of the fruit from which made. No preservative, color or flavor shall be added unless the fact is made known by proper label attached to each package. When artificially colored or flavored, or both, they must be sold as "adulterated" or "imitation" products.

Canned Goods.—Canned goods must be true to name and be free from added coloring or flavor, unless such addition or additions are made known by conspicuous labeling.

Fruit Jellies, Butter, Jams, Preserves, Conserves Confections and like articles must be made entirely of the fruit specified on the label, and preserved only with cane sugar, and must not contain any artificial coloring or flavor, except spices or other wholesome natural flavoring materials, unless such added flavoring and coloring matters are made known on the labels. When made partly or wholly of artificial materials, or when any material to make up bulk or weight, to add flavor or color, except as indicated above, have been used, the products must be sold as "adulterated" or "imitation" products.

Honey must not have added to it, directly by man or indirectly by feeding to the bees, glucose, cane sugar, invert sugar or other matter not naturally occurring in pure honey, unless sold as adulterated honey, or a statement regarding the adulteration made a part of the label attached to each package sold.

Labeling.—A label must be, as far as possible, attached to each package and contain, in addition to other information, the name and address of the manufacturer or jobber. When the words "artificial," "imitation," "compound," "adulterated," or words of similar import, are required, they must immediately precede or follow the word or words they modify, and be in the same size and style of type and on the same kind of background as the word or words with which they are closely associated.

When the presence of preservatives, coloring matter or other substance or substances is required to be printed on the label, as indicated in the several paragraphs relating to different food products, the printing must be done clearly and conspicuously on the label in type not smaller than *brevier heavy Gothic caps*, and on the same kind of background as the rest of the label.

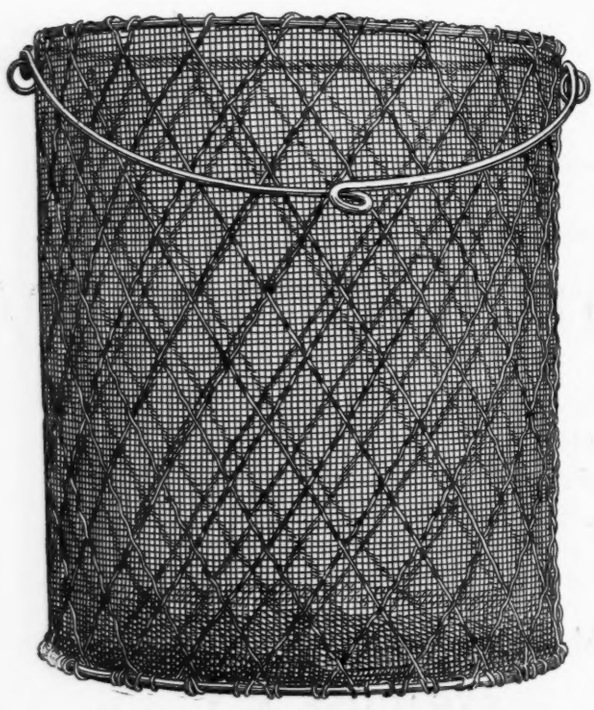
FORM OF GUARANTY OF PURITY APPROVED BY THE BOARD OF AGRICULTURE, AS PROVIDED FOR IN SECTION SIX OF THE PURE-FOOD LAW.

I (or we), the undersigned wholesaler, jobber or manufacturer, in consideration of (name and address), retail merchant, purchasing food from us, hereby guarantee that all food sold to..... shall be pure, within the meaning of what is known as the Pure-Food Law

CANNERS! ATTENTION!

THE MAN TOO BUSY TO READ THIS AD. PAYS A BIG AMOUNT OF MONEY FOR A LITTLE BIT OF TIME.

Before placing your orders for Canning Machinery and Supplies, write us for prices.



IN STOCK

STEVENS' FOOT TOMATO FILLER AND KING POWER TOMATO FILLERS,
PROCESS CRATES, TOMATO SCALDERS, CAPPING MACHINES,
LABELING MACHINES, CRANES,
JACKET KETTLES, GAS FIREPOTS, GASOLINE FIREPOTS,
AIR PUMPS, FLOOR TRUCKS,
PULP MACHINES, THERMOMETERS, GUAGES,
GASOLINE TORCHES, CAPPING COPPERS,
CAPPING STEELS, PIPE, FITTINGS,
GALVANIZED WIRE, PEA BLANCHING BASKETS.

We also manufacture perforated galvanized Iron Blanching Buckets, any size.

A. K. ROBINS & CO.

S. M. SINDALL.

726 E. PRATT STREET,

Write for Catalogue. ***Baltimore, Md.***

MEET THE ISSUE

DON'T EVADE IT

If you wish to pack Red Fruits and Beets to Conform to the Pure Food Laws use the

SANITARY ENAMEL

Inside Coated Can

SANITARY CANS

For Hand Filled Goods.

"The Can without the Cap Hole"

Sanitary Can Company,

Factory, FAIRPORT, NEW YORK.

N. Y. Office, 105 HUDSON ST.

Our Cans are Manufactured under Max Ams Patents. ***Write for Booklet and Sample Can.***

(An Act to Prevent the Sale of Adulterated and Misbranded Food, ratified the 13th day of February, 1899), and shall conform with the requirements of said law and the Standards and Rulings of the Board of Agriculture as regards standards of quality, branding and otherwise. This guaranty to remain in force till revoked in writing.

The article referred to in this guaranty is (or are).....

.....

Signed.....

Address.....

Date..... .....

GENERAL STATEMENT.

The Department of Agriculture desires the co-operation and support of manufacturers, wholesalers, jobbers, retailers and individuals in carrying out the provisions of the Pure-Food Law. To this end the Department

(1) Invites suggestions and will give hearings to interested parties regarding the present Standards and Rulings, others that may seem desirable or that may be made in the future.

(2) Analyses will be made for parties within the State when samples are taken in accordance with instructions furnished by the State Chemist and the required data concerning the samples are given.

(3) Analyses will be sent to parties sending samples and parties from whom samples are taken by the Department. It is the desire of the Department to put information into the hands of manufacturers, dealers and users of food, and to assist them in every way it can to know and manufacture, handle and use the best, most desirable and most wholesome food products. The Pure-Food Law is in the interest of the honest manufacturer, the honest dealer and for the protection of the customer. It should operate in this way.

Foreign Oysters.

Regarding the week's trade at Billingsgate oyster market, *The Fish Trade Gazette* says: The general election still occupies attention, and perhaps accounts for the comparatively large decline in the demand for oysters the past two weeks. As a rule, trade improves after Christmas, and the second and third weeks in January should be amongst the best of the season. A big retailer was heard to say the other day that inquiry in his various shops was slower than he had ever known it—slower, in fact, than in the worst of the scare. Inquiry generally is not quite so bad as that. Nevertheless, everyone is complaining. Turning to details, there is nothing new in variety or price amongst best stuff, except a slight weakening in Burnhams. Dutch oysters, amongst seconds, are a little easier in price, especially the small and medium. There is a slight improvement in the foreign demand for large natives, but the cheapness of Dutch is a severe handicap in this direction. The Bluepoint trade is still very slow, the London demand having dwindled to 50 or 60 barrels per week for the whole trade. The average weekly supply six years ago was about 1,200 barrels per week. The Portuguese trade is as bad as that for Bluepoints, and inquiry for commons is worse than both. One of the reasons the two former are in such slow demand is because of the cheapness of small and medium Dutch oysters, the latter being preferred, especially as Bluepoints are rather dearer than usual, owing partly to American oysters forcing prices up.

American Can Company Meeting.

The American Can Company held its annual meeting in Jersey City February 6 and received a report for the last nine months showing that the company had a more prosperous year than the one preceding, and unless something unforeseen intervened would pile up a surplus for the full year $250,000 greater than was shown in the last annual report. The reason the report was for only nine months was that at the last annual meeting it was decided to make the fiscal year begin on January 1 instead of April 1. President Graham reported that the Fourteenth street (New York city) plant would be ready by May 1 and that the company would move up its machinery and general offices, now in rented quarters in Jane street. He said that the Lubec plant was practically completed and would be ready for occupancy in a few weeks. The New Orleans and Savannah sites would be built on at once, he said, and the Chicago site within a year. These expenditures for new properties were necessary, he said, to keep pace with the growing business, and with others on plants already in operation should result in material economies in the operation of the company's business. The retiring board of directors was re-elected, and it afterward re-elected the officers.

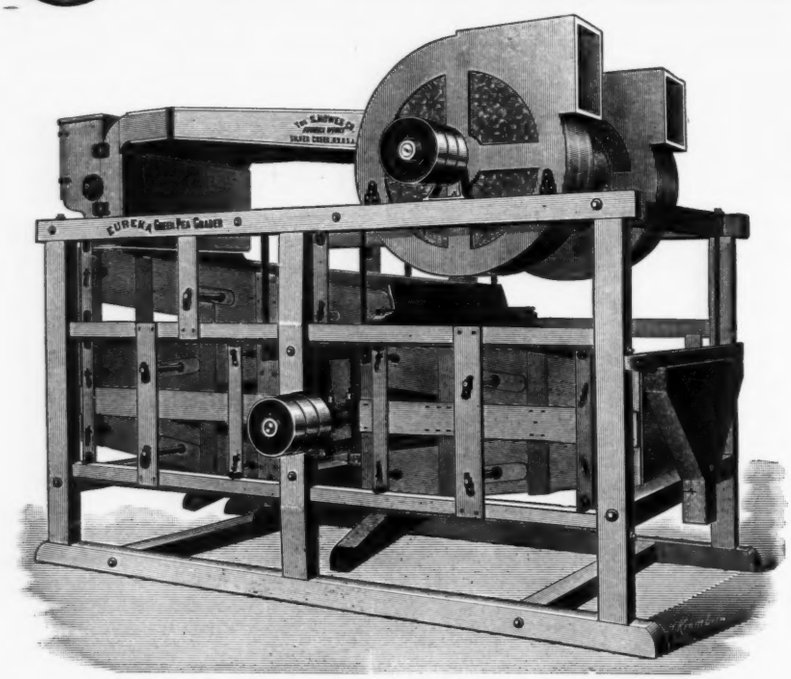
The report showed that earnings for the nine months were at the rate of $3,365,417 for the full year, comparing with $3,096,918 for the previous year. This would indicate a gain in earnings for the twelve months of $268,597. The amount written off for depreciation for the nine months was $212,817, which was $12,718 more than for the previous year. The net profits for the full year on the basis of earnings for the nine months and not making further deductions for depreciation would be $3,152,796, an increase of $255,878 over the year ending March 1, 1905.

Mr. W. B. Leeds has resigned as a director of the American Can Company and has been succeeded by R. H. Ismon.

EUREKA

THE "EUREKA" GREEN PEA GRADER

EUREKA



With 1906 improvements continues to be the leading machine.

Latest design SELF OILING BOXES used exclusively.

Absolute even feed and distribution of stock.

Perfectly Counterbalanced, Steady Motion, No Vibration, Uniform Grade, Large Capacity, Moderate Prices.

Built with or without Fans.

Numerous references of prominent Canners who use and prefer the

"EUREKA GRADER"

Write for our complete catalogue of Canning Machinery.

THE S. HOWES COMPANY,

Eureka Works, Silver Creek, N. Y.

JEROME B. RICE SEED CO.

LARGEST GROWERS OF

SEEDS USED BY CANNERS, PACKERS and PICKLE :::MANUFACTURERS:::

We can supply for present delivery at lowest prices, or will make growing contract prices for 1906 crop.

BEANS, BEETS, CUCUMBERS, ONIONS
PEAS, SQUASH, SWEET CORN, TOMATOES

Correspondence Invited

CAMBRIDGE VALLEY SEED GARDENS.

Cambridge, N. Y.

Like Finding Money

Having had opportunities within the last three months of purchasing for cash the entire equipment of several large factories, I have some exceptionally good bargains to offer in second hand machinery. For want of space can only list a small portion of it. Can supply almost any piece of machinery needed in a canning factory. The greater portion of this machinery was used but part of one season.

Capping Machines
Iron Cages
Corn Cookers
Air Tanks
Trucks
Open Kettles
Baker Horizontal Kettles
Pea Hullers
Tomato Fillers
Scalders
Niagara Kettles
Hemingway Cookers
Corn Silkers
Labelling Machines
Cob Crushers
Pressure Blowers
Closed Top Process Kettles
Pulp and Pumpkin Machines
Wire Solder Outfit
Large Rotary Pea Separators
Corn Cutters
Vertical and Horizontal Engines
Hand and Power Air Pumps
Tomato Conveyor, Etc., Etc.,

WRITE FOR PRICES AND PARTICULARS

H. COTTINGHAM - - Baltimore, Md.

GEO. W. ZASTROW,

MECHANICAL ENGINEER,

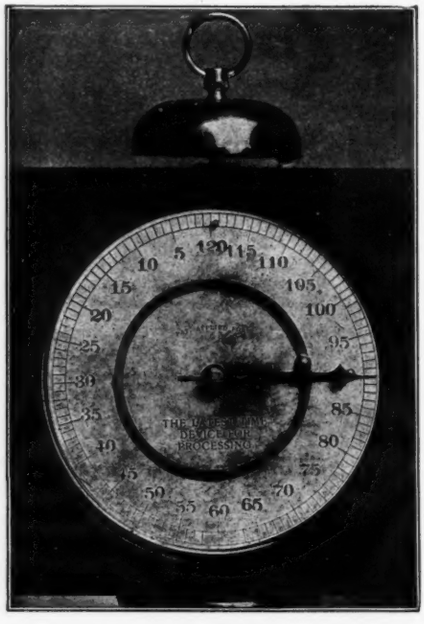
1404 to 1410 Thames St., BALTIMORE, MD.

IMPROVED STEEL PROCESS KETTLE.

Manufactured to hold 800, 1,000 and 1,200 2-lb. cans. Conceded to be the best; hundreds in use. Double thermometer pocket riveted to each kettle. Constructed so as to use either water, dry steam, or open bath process.

The Newest Time Device for Processing.

NO MORE UNDERCOOKING.
NO MORE OVERCOOKING.
NO MORE ERRORS.



The Clock Will Tell You, and Keep You Right.

Simply turn the hand on the dial to the number of minutes the process calls for, and when that time is up the bell rings. Have placed orders with several of the large packers and would like to send them to every factory for trial, to be sent back if not entirely satisfactory.

DIALS MADE WITH 120 MINUTES.

Made by **JOHN T. STAFF, Jr.**
TERRE HAUTE, IND.

New Process Peeling Machine

I offer a perfect machine for the peeling of Apricots and Peaches. This Machine is the only perfect method of peeling economically, without injury to the fruit or flavor. I have the sole right to manufacture same. Many improvements have been added for 1905.

Continuous Line

Syrupers, Exhaust Box, Wiper, Capper, Cooker and Cooler....

This line is built for handling either Spool machines (the cans are automatically put on and off the machines), Continuous Cappers or Tray machines. The Cooker allows of different time in cooking, without changing the speed or interrupting the flow of cans. Built for any capacity and to suit your requirements; saves labor, space and steam. Will pay for itself in a short time and gives you a better product. Does away with your kitchen troubles.

E. J. JUDGE,

CANNING MACHINERY,

17-19 Fremont St. **San Francisco.**

FOR SALE.

I have for sale a complete Canning Outfit—Engine, Boiler, Etc., for packing fruits, tomatoes and other vegetables. Outfit comparatively new. Terms are easy.

O. C. HARMAN, TROUTVILLE, VA.

1-5-3m (R. F. D. No. 2)

FOR SALE.

Seed Peas, guaranteed to germinate better than 90%. Alaska, Advancer and Admiral Varieties, 1905 crop. Also 30 bushels of Refugee Beans.

Address,

1-17-1m NEW HARTFORD CANNING CO., Utica, N. Y.

FOR SALE OR RENT.

A Canning Factory, nearly new and well equipped with machinery, location well adapted to the raising of tomatoes, corn and apples. For information, inquire of

NEW MILFORD CANNING CO., NEW MILFORD, CONN.
also BOGLE & SCOTT, 105 Hudson St., New York City. 1-26-1m.

WANTED.

To lease a full equipped tomato canning factory. Terms liberal, and good proposition for right party.

JAMES L. ALLHANDS, RECEIVER,

1-26-1m. QUAKER CANG. & PRES. CO., St. Elmo, Ill.

FOR SALE.

A fully equipped Canning Factory for Corn, Tomatoes, String Beans and Apples. Capacity 12,000 cans per day. Latest improved machinery nearly new. Situated in Richland, Pa., one of the best canning sections in the state. Good crops and experienced help. Address,

1-12-2m JOHN H. BENNETCH, NEWMANSTOWN, PA.

WANTED.

1 Bucklin Double Cylinder Pea Filler. Also 1 Bucklin four Cylinder Pea Filler.

Address,

2-16 tf H. M. care The Trade.

FOR SALE

Admiral Seed Peas; will make very low price. Address

PACKER,

2-2-1m. Care of "The Trade."

FOR SALE

A Second-hand Catsup Finishing Machine. Made by the J. H. Day Co. Address

The JOHN T. DOYLE CO.,

2-2-1m. New Haven, Conn.

FOR SALE.

Ayar's Side Seaming Machines. Bench Headers.
Treadle Presses. Treadle Shears.
Power and Hand Rollers. Hull's Fire Pots.
Lewis Crimper. Joker Pots.

WM. GRECHT & CO., 1330 S. SHARP ST.
BALTIMORE, MARYLAND.

FOR SALE OR RENT.

The North Milford Canning Co., goods for 50,000 three pound cases, located in town and on river. Also for sale a 5-ton Ice Machine at half price.

1-26-1m. GEO. S. GRIER, MILFORD, DEL.

WANTED.

Two second hand Hawkins Capping Machines. State condition, when purchased and the lowest cash price.

Address,

L. E. G.

Care The Trade.

FOR SALE.

Are you looking for a Canning Plant fully equipped for Tomatoes, with room for Corn and Peas, latest machinery, situated in Southern Indiana, operated only one season, good growing section, owned by parties who have other business. Can be purchase on advantageous term, Address

2-2-1m. J. M. PAVER, SR., INDIANAPOLIS, IND.

STONE TOMATO SEED

75c. Per Pound.

WM. L. ANDERSON,

Highstown, N. J.

FOR SALE, PUMPKIN SEED.

The Austin Canning Company of Austin, Indiana, have saved several hundred pounds of pumpkin seed more than they will require for their acreage next season.

Address, AUSTIN CANNING CO., Austin, Ind.

FOR SALE.

One Torris Wold Header with complete set of crimpers for Packer's cans from ½ to 3 lbs.

One Stevenson Automatic Tester taking cans up to and inclusive of 3 lbs.

One Torris Wold Floater from No. 1 cans to gallon; also full sets of dies for bottoms, tops and caps.

THIS MACHINERY HAS HARDLY BEEN USED.

Address "SOUTHERN," care of The Trade.

FOR SALE

One car of Standard Corn now in store in the South. Low price will be made for quick buying. Address

F. W. SHERMAN, Trustee,

2-2-1m. Port Huron, Mich.

WANTED

A Hawkins Capper, guaranteed to be in first-class condition. State how long in use and best terms. Address

2-2-1m. A. B. C., care of "The Trade."

S. O. RANDALL,

416 Marine Bank Bldg. Baltimore, Md.

CANNING MACHINERY AND SUPPLIES,

CANS, - CASES, - SOLDER - SHOOKS, - ETC.

SOUTHERN AGENT

Standard Soldering Flux

SUCROSINE

550 Times sweeter than Sugar.

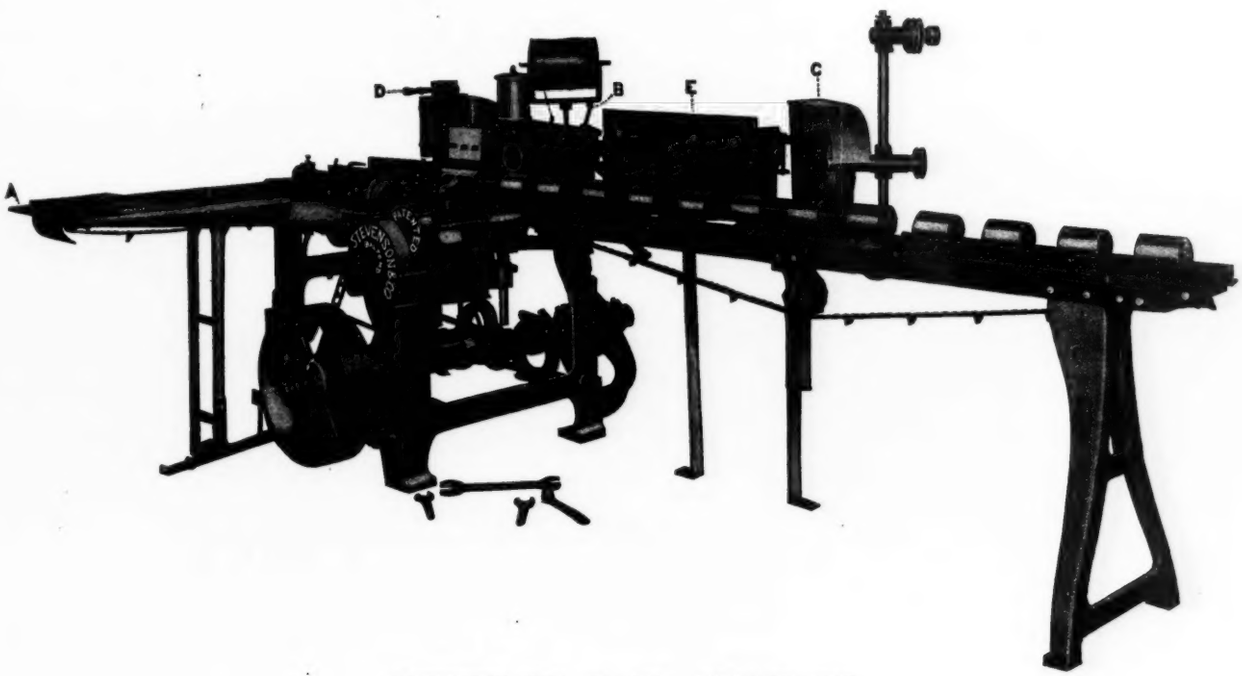
90 per cent Purer.

GIVE ME A TRIAL.

Stevenson & Co's Latest and Improved

BODY LOCKER AND SIDE SEAM SOLDERING MACHINE,

with side feed for feeding the blanks, also SEAM SOLDER WIPER.



PATENTED NOV. 19, 1901. JUNE 30, 1905.

The simplest constructed, smoothest running and quickest adjusted LOCKER made. Capacity 50,000 locked and soldered bodies in ten hours. We manufacture a full line of can-making machinery, such as : : : : : : : :

Power Presses, Dies, Floaters *for coal, gas, gasoline,* ***Headers, Crimpers.***

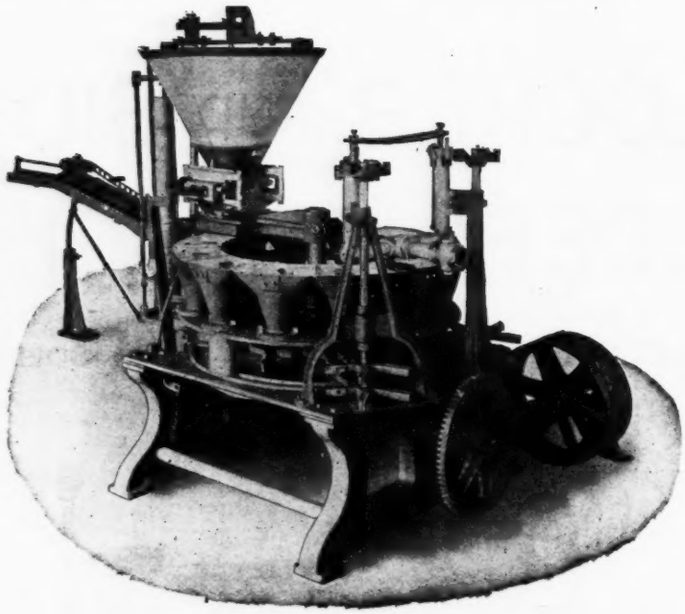
STEVENSON & CO.,

601-7 S. Caroline St., Baltimore, Md.

AYARS ROTARY PEA FILLER

Will fill all grades and sizes of peas without mashing or clogging.

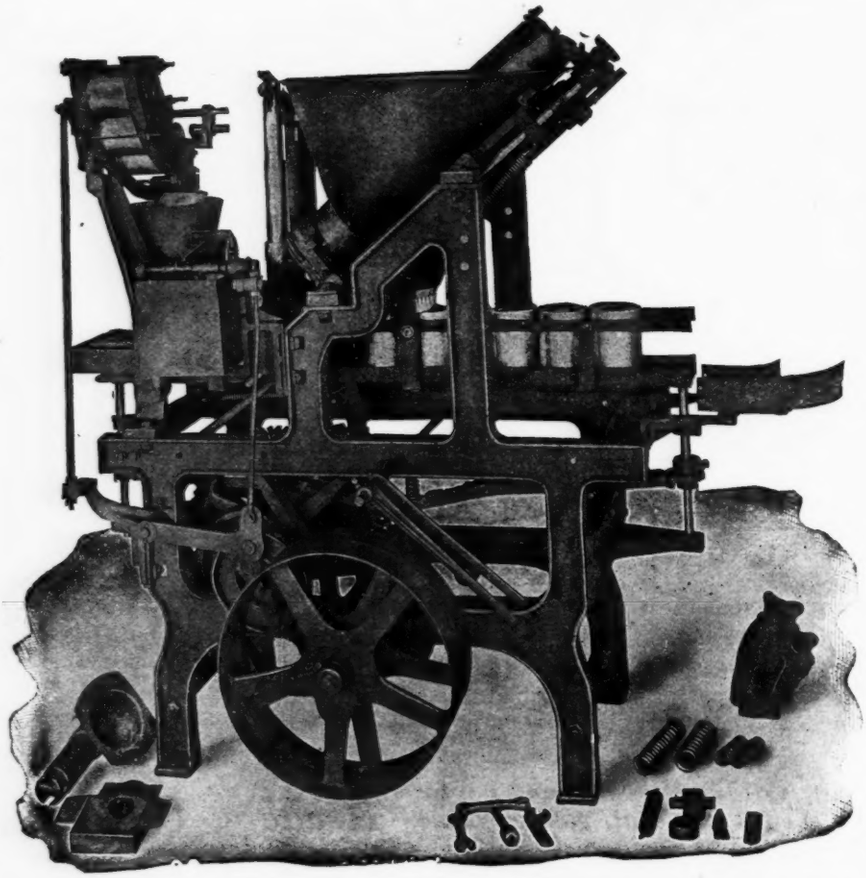
Amount of peas put in each can may be varied as desired while the machine is in motion.



Will brine accurately, with no waste, and only when cans are in position. All cans filled exactly alike.

May be used as a briner for beans or other goods.

Capacity 2,000 to 5,000 per hour.



King Tomato Filler

With Attachments

Uniform Fill

No Waste

Whole Tomatoes

SEND FOR CATALOGUE

AYARS MACHINE COMPANY

SALEM : : : : : : : NEW JERSEY

BROWN, BOGGS CO., LTD., HAMILTON, ONT., Sole Agents for Canada.

...BARGAINS...

1 Crosby Lock Seam Body Maker, equipped for standard diameter Nos. 2 and 3 cans.
1 Crosby Header for two pound cans.
3 Merrell-Soule Rotary Silkers.
3 Sprague Corn Cutters (1893 Model).
1 Crosby Rotary Crimper for Nos. 2 and 3 cans.
1 Crosby Rotary Crimper for No. 2 and gallon cans.
2 McDonald Testers.
1 Utica Industrial Co. Automatic Header for two and three pound cans.
1 Utica Industrial Co. (new) Automatic Header for two and three pound cans.
1 Conant Double Filler Cooker.
1 Burnham Double Filler Cooker.
1 Single Burnham Cooker.
6 M. & S. Closed Retorts, 30 inches in diamater by 45 inches deep.
1 Hawkins Capper, (new).
1 Perfection Rotary Crane.
1 Ames Vim Engine, cylinder 13 in. diameter by 15 in. stroke.
1 Ames Locomotive Boiler, No. 11, 40 H. P.
3 stacks No. 10 Iron, 3 ft. diameter, 50 ft. long.
3 Treadle Stamping Presses.
1 Stevens Tomato Filler (foot power).
1 Walker-Pratt & Co., 80 gallon Steam Coil Kettle.
1 Lockwood No. 6 Carbureter.
2 Springfield No. 3 Carbureters.
1 Stevenson Single Can tester with Air Pump.
1 Stevenson Rotary Resin Grinder.
2 Tons Can Caps for 1⅜ inch Opening.

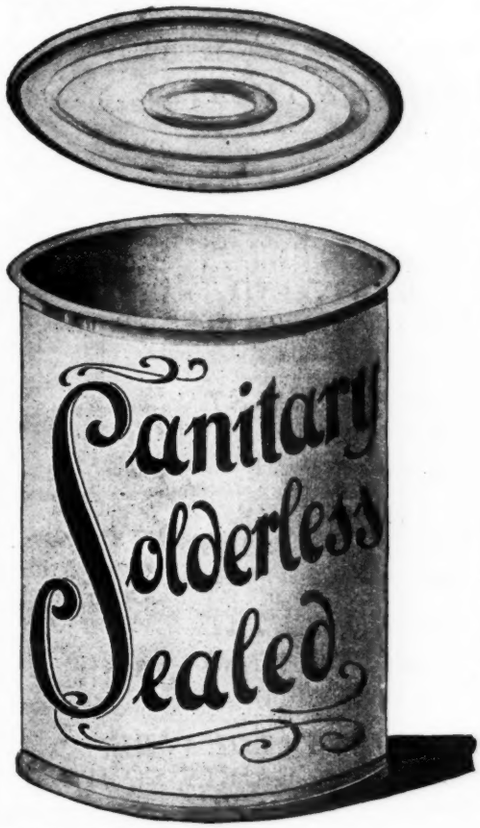
ALL OF ABOVE ARE IN FIRST-CLASS ORDER
SHIPPING POINT ROME OR UTICA, N. Y.
PRICES ON APPLICATION

ADDRESS

S. F. SHERMAN
UTICA, N. Y.

EDWARD GUDEMAN, Ph. D.
Consulting Chemist *Chemical Engineer*
LEGAL AND TECHNICAL EXPERT
Special Attention Given to Food Products and Beverages
Candies, Canned Goods, Cereals, Distilled Liquors, Fats, Meats, Starches, Sugars, Vinegars, Waters, Colors, Preservatives, etc.
Suite 903-4 Postal Telegraph Bldg., Chicago, Ill.

New Seam SANITARY CAN.



WESTERN TERRITORY.
FEDERAL CAN CO.,
BAY & POWELL STS.
SAN FRANCISCO, CAL.

EASTERN TERRITORY.
SANITARY CAN CO.,
105 HUDSON ST.
N. Y. C.

Manufacture these cans for sale under our patents.

NO HOLES **NO CAPS**
The Entire Top Open.
SEALED WITHOUT
HEAT, SOLDER,
or objectionable
FLUXES,
PREVENTING SCORCHING AND BLACK SPOTS.

Impossible in packing to lacerate delicate food products. Will stand both retort and bath processing. A perfect sanitary can is obtained, eliminating all the faults of the old unsanitary type, making an ideal package, as cheap, more attractive, wholesome and better than anything yet devised.
A descriptive illustrated catalogue and sample will be sent upon request.

We furnish complete outfits for making these Cans.

Round, Square or Irregular Shapes.

All Packers, Brokers, Jobbers and Retailers should recommend goods packed only in this package.

MAX AMS MACHINE CO.
MT. VERNON, N. Y.

AT THE THEATRES

Week of February 19, 1906.

FORD'S.
"THE SHO GUN."
Matinees Wednesday and Saturday.

ALBAUGH'S THEATRE.
"MONNA VANNA."

AUDITORIUM.
"THE CHAPERONS"
Matinees Monday, Tuesday, Wednesday, and Saturday.

MARYLAND.
KEITH'S VAUDEVILLE ATTRACTIONS.
Matinee Daily.

HOLLIDAY ST.
"CONFESSIONS OF A WIFE."
Matinees Monday, Wednesday and Saturday.

BLANEY'S.
"AT PINEY RIDGE."
Matinees Monday, Wednesday, Friday and Saturday.

MONUMENTAL.
"THE UTOPIANS."
Matinee Daily.

NEW GAIETY THEATRE.
RICE AND BARTON'S GAIETY COMPANY.

Every time you see this advertisement we want you to think of FLUX.

And every time you think of FLUX, we want you to remember that

EUREKA SOLDERING FLUX

Is the Best and Most reliable.

The Safest and Most Economical.

The Purest and Cheapest.

Our booklet tells how and why. Send for it today. Better still, send an order for a hundred pound keg.

THE GRASSELLI CHEMICAL CO.

CLEVELAND, OHIO.

E. F. KIRWAN & CO.

33 S. GAY ST. BALTIMORE, MD.

CANS.

MR. CANNER:

DO YOU KNOW THAT

FIRST.—Baltimore has 17 independent Can plants with a combined financial responsibility of over $3,000,000 and that practically all of them are equipped with improved machinery; much of it far superior in every respect to the machinery used prior to 1901.

SECOND.—Baltimore manufacturers with cheap labor and exceptionally fine shipping facilities are in a position to deliver Cans to you at a lower figure than nearly any other manufacturing center of the U. S.

THIRD.—We do business with some six or eight other Can manufacturers located in different parts of the Country.

FOURTH.—IF YOU EXPECT TO CONTINUE TO SECURE LOW PRICES ON CANS, YOU MUST CO-OPERATE BY PATRONIZING THE INDEPENDENT CAN PLANTS.

FIFTH.—WE HAVE A SPECIAL PROPOSITION TO MAKE YOU ON CANS FOR EITHER SPOT OR FUTURE DELIVERY. Please let us hear from you.

E. F. Kirwan & Co.

[TO BE CONTINUED IN OUR NEXT.]

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

	Cash.	Regular.
Standard 2s	$	50
" 3s		60 62½
" Gallons		1 90 2 00

BAKED BEANS.

Lunch 1s	$	31 35
" 2s		40 45
Tall 2s		40 45
" 3s		55 75

BEANS.

Green String 2s	$	47½ 50
" " 3s		65 70
" " Gallons		1 95 2 00
White Wax 2s		42½ 45
" " 3s		65 70
" " Gallons		1 75 1 80
Refugee 2s		65 70
" Extras, 2s		1 25 1 40
Green Lima 2s		90
" " small 2s		1 10 1 25

BERRIES

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	$	70
" Extra Fancy Preserved Strawberries		1 20 1 25
No. 1 Ex. Pres. Strawberries		75
" 2 Standard Raspberries		70
" Ex. Pres. Red Raspberries		1 20
" Standard Blackberries		75
" 3 " "		
" 2 Extra Blackberries		1 20
" " Fancy "		
" Standard Gooseberries		90
" " Blueberries		75

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$	75 77½
" " Pres		1 00 1 10
Blueberries, 2s		75 77½
Strawberries, 2s		65 67½
" Preserved 1s		70 75
" " 2s		1 10 1 30
" Gallons		3 75 4 00
Gooseberries, 2s		85 90
Raspberries, Red 2s		70 72½
" " Preserved		1 10 1 15
" Black 2s		70 72½
" " Preserved		1 10 1 15

CHERRIES.

Red 2s	$	65 67½
White 2s		1 10 1 20
Extra White		1 25 1 35

CORN.

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Shoepeg	$	50 60
" New York or Maine Style		55 65
" Seconds, Soaked		
" Standard, Evergreen		45 50

J. L. ROWLAND & CO., Brokers, Baltimore.

No. 2 Full Standard, Moist Pack	$	45 47½
" New York or Maine Style		50 55
" Seconds		

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	$	47½
" " " Dry Packed		55
" Ex. Sugar Corn, fine qual., dry pk'd.		70

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$	50 55
" New York or Maine Style Dry Pack		52½ 57½
" Seconds " " "		45

E. C. SHRINER & Co., Brokers, Baltimore.

2s Stowell's Evergreen Corn Standard	$	47½
2s Standard Shoe Peg Corn		55
2s Extra Standard Corn, Maine Style		55

CORN AND TOMATOES.

No. 2	$	75
No. 3		

OKRA.

Standard 2s	$	70
" 3s		90

OKRA AND TOMATOES.

No. 2	$	70
No. 3		90

OYSTERS.

	Cash.	Regular.
E. C. SHRINER & CO., Brokers, Baltimore.		
1s Lunch, Selects, Oval Cans	$	1 10
1s, 6 Ounce Selects		1 30
2s, 12 " "		2 50
1s, 4 Ounce	$	65
2s, 8 "		1 30
1s, 5 "		70 72½
2s, 10 "		1 40 1 45
1s, Light Weight		40 42½

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 1 Extra Lunch	$	1 10
" 2 "		
5 oz. No. 1 Standards		70
10 " "		1 40
5 oz. Standards, tall cans		72½
10 " " "		1 45
4 oz. No. 1 Cove		65
8 " 2 "		1 30
No. 1 Light Weights		40
" 2 " "		75

PEARS.

Bartlett 2s	$	65
" 3s		75
Extra Bartlett 2s		
" " 3s		

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$	1 45 1 60
" Seconds, "		1 25
" Pie Unpeeled		85 90

T. J. MEEHAN & CO., Brokers, Baltimore.

3-lb. Extra Standard Yellow Peaches	$	1 60
3-lb. " Selected " "		1 80
No. 3 Standard, Yellow, Balto. packed		1 50
" Seconds, Yellow		1 20
" " White		1 20
2-lb. " Peaches		95
No. 2 Standard, Yellow		1 20 1 25
" " White		1 20 1 25
Gallons, Pie		2 65
3-lb. Pie		85

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$	85
" " Peeled		1 15
Gallon Pies, Unpeeled		2 75
" " Peeled		
No. 2 Seconds, White		90
" " Yellow		90
No. 3 Seconds, White		1 20
" " Yellow		1 25
No. 2 Standards, White		1 00
" " Yellow		1 05
No. 3 Standards, White		1 50
" " Yellow		1 50
" Ex. Selected, Yellow		1 75

E. C. SHRINER & CO., Brokers, Baltimore.

No. 1s Extras, Sliced for Cream	$	95 1 00
" 3 Standard, White		1 40 1 50
" " Yellow		1 45 1 50
" 3 " Extra Yellow		1 65 1 75
" 3s Selected, Yellow		1 75
" 3s Country Standards, Yellow		1 45
No. 2 Standard White		1 10
" Extra Standard, Yellow		1 15
" Seconds, White		90
" " Yellow		95
" 3 Seconds, White		1 20
" " Yellow		1 20 1 25
" 3s Peeled Pie, Yellow		1 15
" Pie, Unpeeled		85
Gallons, Pie, Unpeeled		2 75
" " Peeled		

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$	75 80
" " " Sifted		85 90
" " " 2ds, labeled Standard		70
" Soaks		40 45
" Seconds		55 60
" Marrowfat, Full Standard		70 75
" Extra Sifted		1 15 1 35
" Petit Pois		1 75

T. G. CRANWELL & Co., Brokers, Baltimore

No. 2 Second Marrowfat	$	70
" Standard " White		75
" Second Early June		70
" Standard "		70 75
" Extra "		80
" Sifted "		90 1 00
Ex. Sifted "		1 25 1 40
Ex. Fan. Sf'd " Petit Pois		1 60 1 75

PEAS—Continued.

	Cash.			Regular.
E. C. SHRINER & CO., Brokers, Baltimore.				
1 Sifted Early Junes	.....	.....	.....	57½
1 Finest Sifted, Petitis Pois	.....	.....	85	90
2 Early June Standard	.....	.....	.....	75
2 " Sifted	.....	.....	80	85
2 " Extra Sifted	.....	.....	1 00	1 10
2 " Extra Fine Sifted	.....	.....	1 15	1 30
2 " Petit Pois	.....	.....	1 50	1 75
2 " Seconds	.....	.....	.....	70
2 " " Sifted	.....	.....	.....	.....
2 " " Extra Sifted	.....	.....	.....	.....
2 Extra Standard Early Junes	.....	.....	.....	80
2 Extra Standard Marrowflats	.....	.....	.....	80
2 Marrowfat	.....	.....	.....	75
2 " Sifted	.....	.....	80	85
2 " Extra Sifted	.....	.....	1 10	1 50
2 Seconds	.....	.....	.....	70

PINEAPPLE.

E. C. SHRINER & CO., Brokers, Baltimore.				
2s Seconds in Water, E. & C	.....	.....	.....	.75
2s Standards in Syrup, Not E. & C	.....	.....	.....	.90
2s " " " E. & C	.....	.....	.....	1 00
2s " Grated, in Syrup	.....	.....	.....	1 20
2s Extra Standard, Whole Circles, E. & C	.....	.....	.....	1 30
2s Selected, Whole Circles, Heavy Syrup	.....	.....	.....	1 45
2s " Grated, Heavy Syrup	.....	.....	.....	1 50
2s Fancy Extra Selected, Preserved Sliced	.....	.....	1 75	1 80
2s Fancy Extra Selected Grated, Preserved	.....	.....	1 75	1 80
1s Standard Grated, Heavy Syrup, E. & C	.....	.....	.....	90
1s Fancy Grated, Preserved	.....	.....	.....	95
1s Cocktail, Heavy Syrup	.....	.....	.....	95
2s Pie Grated, Solid Packed .50 in Syrup	.....	.....	.....	50
3s Pie Grated, Solid Packed .65 in Syrup	.....	.....	.....	70
Gallon Pie Grated, Solid Packed 1.80 in Syrup	.....	.....	.....	1 90
T. G. CRANWELL & CO., Brokers.				
No. 2 Seconds, Not Eyeless	$	.....	70	.....
" " Eyeless and Coreless	.....	.....	85	.....
" Standards, Not Eyeless	.....	.....	90	.....
" " Eyeless and Coreless	.....	.....	1 00	.....
" Ex. " " "	.....	.....	1 30	.....
No. 1 Ex. Fancy Sliced, Eyel's & Corl's	.....	.....	90	.....
" " Grated	.....	.....	90	.....
" " Cocktail	.....	.....	90	.....
No. 2 Extra Fancy Grated	.....	.....	1 75	.....
No. 3 Pie Grated, in Water	.....	.....	65	.....
" " in Syrup	.....	.....	70	.....
Gallon " in Water	.....	.....	1 80	.....
" " in Syrup	.....	.....	1 90	.....

TOMATOES.

T. J. MEEHAN & CO., Brokers, Baltimore.	Cash.		Regular.	
No. 3 Full Standards	1 12½	.....	1 15	.....
" Seconds	97½	.....	1 00	.....
No. 2 Full Standards	80	.....	82½	.....
" Seconds	75	.....	77½	.....
Gallons, Standard	3 40	.....	3 50	
J. L. ROWLAND & BRO., Brokers, Baltimore.				
No. 3 Full Standard	.....	.....	92½	95
" Seconds	.....	.....	82½	85
No. 2 Full Standard	.....	.....	70	72½
" Seconds	.....	.....	62½	67½
H. H. TAYLOR & SON, Brokers, Baltimore.				
No. 3 Full Standard	.....	.....	1 10	1 15
" Seconds, Labeled Standards	.....	.....	1 00	1 05
No. 2 Full Standards	.....	.....	80	85
" Seconds, Labeled Standards	.....	.....	.....	75
T. G. CRANWELL & CO., Brokers, Baltimore.				
No. 2 Standard Tomatoes	.....	85	.....	.....
" 3 " "	1 15	.....	.....	.....
" 3 Ex. Select Tomatoes, Tall Cans	1 20	.....	.....	.....
" 3 Second Tomatoes	1 10	.....	.....	.....
" 2 "	75	.....	.....	.....
Gallon Standard Tomatoes	3 50	.....	.....	.....
E. C. SHRINER & CO., Brokers, Baltimore.				
No. 3 Standard	1 15	.....	.....	.....
" " Country	1 15	.....	.....	.....
" " Extras	1 20	.....	.....	.....
" " Fair	1 10	.....	.....	.....
No. 2 Standard	.....	82½	.....	.....
" " Country	82½	.....	.....	.....
" Second	75	.....	.....	.....
" 3 "	1 00	.....	.....	.....
Gallon, Standard	3 50	.....	.....	.....

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	3 00 @	3 10
" Maryland gallons	2 80	2 90
" 3-lb. Standards	75	85
APRICOTS—California Standards 2½s	1 55	1 60
ASPARAGUS—Oyster Bay	3 75	3 80
" 3-lb. Tips	2 50	3 00
BEANS—No. 2 Lima	1 00	1 25
" No. 2 String	55	60
" Baked, No. 3	60	65

NEW YORK CANNED GOODS MARKET—Continued.

CORN—No. 2 New York State	57½	75
" " Maine	70	80
" " Southern	52½	55
" " Western, 2s	45	60
LOBSTER—Flats, ½-lb	1 85	2 05
" flats, 1-lb	3 50	3 60
OYSTERS—5 Ounce Standards	90	95
" 2-lb. 10 Ounce	1 65	1 70
PEACHES—2½-lb. Standard, California Yellow	1 60	1 65
" 3-lb. Extra, California	2 50	2 60
" Southern Standard 3s	1 50	1 60
PEARS—California 2½-lb	1 50	1 65
PEAS—No. 2 Early June Extra Sifted	1 25	1 30
" " " " Sifted	1 00	1 15
" " " " Standard	77½	82½
" " " " Seconds	62½	65
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	1 60	1 90
" " Grated	1 50	1 65
" Standards	1 05	1 25
" Gallon Pie, Grated	2 40	2 50
PUMPKIN—No. 3	60	65
" Gallon	1 75	2 00
SALMON—Columbia River talls, 1-lb	1 70	.....
" " " flats, 1-lb	1 85	.....
" " " " ½-lb	1 05	.....
" Alaska Red, talls, 1-lb	1 00	1 02½
" Medium Red, talls, 1-lb	.....	.....
" Chums, talls, 1-lb	.....	.....
" Sockeye, flats, 1-lb	1 65	1 70
" " talls, 1-lb	1 50	1 55
" " flats, ½-lb	1 13½	1 15
" Alaska Pink, talls, 1-lb	85	90
" Cohoes, talls, 1-lb	97½	1 00
" Cohoes, flats, 1-lb	1 15	1 17½
STRAWBERRIES—Gallons	.....	.....
" Standard 2s	55	57½
SUCCOTASH—Maine pack, 2s	.....	.....
" State pack, 2s .....75 80 Southern	67½	70
TOMATOES—No. 2 Standard Maryland	80	82½
" No. 3 "	1 10	1 20
" No. 3 " New Jersey	1 17½	1 20
" Gallons, Maryland	3 50	3 75
" Gallons, Jersey	3 50	3 75

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

CANNERS' AND PACKERS' SOLDERS.

	½x½	9x10	8x10
Drop and Bar			
Wire Coil	$ 23	22	20
Wire Segments	23	22	20

CANS.

AMERICAN CAN COMPANY.

DELIVERY DURING JANUARY AND FEBRUARY.

No. 1 S. H	$ 9 50 per thousand.
No. 2 S. H	12 00 "
No. 2 P. H	12 50 "
No. 3 P. H	16 00 "
Gallon P. H	40 00 "
No. 3 Jersey P. H., Standard,	17 00 "

SOLDER HEMMED CAPS.

S. H. $ .85 P. H. $1 30 P. A. H. $1 70 per thousand

INDEPENDENT PRICES.

No. 1.	2 S. H.	2 I. H.	3 Stand.	Gallons.
$9.50	$12.50	$13.00	$16.50	$40.00 per thousand

SOLDERING COPPERS MATERIALS, ETC.

Canmakers' Coppers	$ 24	.....	.....	.....
Carboys	1 50	.....	.....	.....

TIN PLATES.

I. C., 14x20, Charcoal Alloway	$	.....	.....	.....
I. C., 14x20, 107 lbs. Bessemer Steel	3 57	.....	.....	.....
I. C., 14x20, 100 lbs. Bessemer Steel	3 41	.....	.....	.....
I. C., 13½x19½, 95 lbs. Bessemer Steel	3 15	.....	.....	.....
I. C., 13½x19½, 90 lbs. Bessemer Steel	3 09	.....	.....	.....
I. C., 14x22, 110 lbs. Bessemer Steel	.....	.....	.....	.....
I. C., 14x22, 100 lbs. Bessemer Steel	3 76	.....	.....	.....

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$36 50	36 75	.....	.....
Malacca	36 75	37 00	.....	.....

PIG LEAD.

Omaha	$ 6 00	6 25	.....	.....

Standard Sizes for Cans.

	DIAMETER.	HEIGHT.
No. 1 Cans	2 11-16 in.	4 in.
No. 2 Cans	3⅜ in.	4 9-16 in.
No. 2½—California	4 in.	4¾ in.
No. 3 Cans	4 3-16 in.	4⅞ in.
No. 6 Cans, to contain double the quantity of No. 3		
No. 10 Cans, (Gallons)	6¼ in.	6⅞ in

All outside measure at largest parts.

HEYDEN SUGAR CRYSTALS

NOT a PRESERVATIVE, but a SWEETENER.

PURER, CLEANER, MORE HEALTHFUL, CHEAPER AND BETTER TO USE THAN CANE SUGAR.

WRITE FOR AUTHORITIES.

Branches: Boston, Chicago, Philadelphia, Providence, Montreal, Hamilton, } Canada.

LOCAL WESTERN AGENT:
E. E. MANHARD, - Waterloo, Iowa.
LOCAL SOUTHERN AGENT:
R. C. GRIFFITH & CO., Baltimore, Md,
LOCAL N. Y. STATE AGENT:
W. H. SMITH. - Le Roy, N. Y.

A. KLIPSTEIN & CO.,
122 Pearl Street,
NEW YORK CITY.

THE LARGEST CANNERS USE

PERFECTION SOLDERING FLUX

PERFECTION TOMATO COLORING

PERFECTION TOMATO COLORING

WE MAKE COLORING FOR SUGAR BEETS, FRUITS, BERRIES, Etc. SAMPLES FREE.

BALTIMORE CHEMICAL COMPANY,

Write for particulars regard coloring etc. 400-401 MARINE BANK BLDG., BALTIMORE, MD.

ESTABLISHED 1870.

MAIER'S EXCELSIOR

SILVER LACQUER

Just what you want for rusty cans.

Will cover rusty spots and bring your cans back to their original color and your goods will look like fresh packed.

PUT UP IN 1, 2, 3, 5 AND 10 GALLON CANS.

JOHN G. MAIER'S SONS,
MANUFACTURERS OF
LACQUERS AND PAINTS,
ALL COLORS.
STAINS, VARNISHES ETC.
BALTIMORE, MD.

CANTON BOX COMPANY,
2501 to 2515 Boston St.,
BALTIMORE, MD.

Packing Boxes.

Made up or in Shooks, Cargo or Carload.

The South

Is the coming section of the country for all classes of woodworking industries. Its resources in desirable woods, both in quantity and variety, exceed those of any other section.

Factory Locations

Unequaled for stave, heading, box, fruit package and miscellaneous articles made of wood may be obtained along the lines of the Southern Railway. *Refer to File No, 26325.*

M. V. RICHARDS,

LAND AND INDUSTRIAL AGENT,

SOUTHERN RAILWAY,

WASHINGTON, D. C.

BUCKLINITE COATED CANS

We are now prepared to furnish cans internally coated with BUCKLINITE, all standard sizes, and would be pleased to have you give us an early trial order, which will enable you to test for yourselves the merit of this can.

NATIONAL CANNING & MANUFACTURING CO.

C. S. BUCKLIN, Manager

BOSTON AND HUDSON STREETS
BALTIMORE

WE

Invite all Packers and every one connected with the Canning Industry, to make our office, their Philadelphia Headquarters, while attending the Convention at Atlantic City.

"Be Neighborly"

Mail Received, Mail Forwarded.
Packages and Bags Stored.
Telephone and Telegraph Service Free.
A good place to meet your friends.

GEO. E. LOCKWOOD CO.

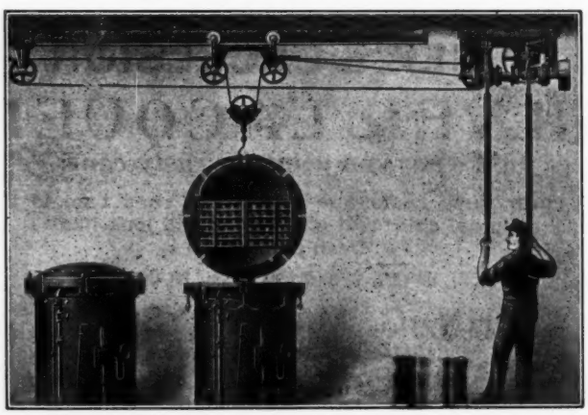
308 Chestnut Street,

Philadelphia, Pa.

Special Agents for—Sprague Canning Machinery Co.
Factory, HOOPESTON, ILL.

BETHLEHEM

BEST HOIST EVER BUILT.



Friction Clutches Throughout.
Sure Limit Stops. Greatest Daily Capacity.
MOST DURABLE.
No Hard Work For Operator.

MANUFACTURED BY

BETHLEHEM FOUNDRY AND MACHINE COMPANY,

SOUTH BETHLEHEM, PA.

We are Specialists in Hoisting Machinery.

EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

HANDS WANTED.

A SQUARE DEAL is what we aim to render both employer and employee, when seeking the right man for a place or the right place for a man. Without effort on your part, without endangering your present position, and without using you employer's time, we hunt up the position for which you are best qualified. Let us find the position for you. Hapgoods, Suite 511; 309 Broadway, New York City.

WANTED—A competent, experienced man to take charge of an evaporated cream plant, in California. Must have first-class references, and state where last employed, and for how long. Address,
2-16-2t "S. F. C." care The Trade.

WANTED.—Canning Factory Manager for factory in Ohio. One who is thoroughly experienced in the packing of spinach, beets, tomatoes, string beans, pumpkins and apples. Applicant must be temperate, able to handle help intelligently and have a successful record. State age, reference, salary expected and give full particulars. Address, T. C. Care The Trade.

WANTED—An experienced Catsup Maker, steady employment; state experience, age and salary expected; give reference. Address D. T. J., care The Trade.

WANTED—A Salesman for January 1st. Experienced salesman for high grade Preserves, Pickles, Etc. General man. Fine position for the right party, salary and commission. Address, Preserver, care The Trade.

WANTED—Canning Factory Superintendent and Processor for factory in Central New York; one who is thoroughly experienced in the packing of peas with viner, also string beans, corn, apples, beets and pumpkins; applicant must be temperate, able to handle help intelligently and have a successful record; state age, reference, salary expected and give full particulars. Address C. A. N., care *Utica Press*, Utica, N. Y.

WANTED—Experienced Pineapple Processor for Pineapple Cannery, Bahama Islands, from May 1st. to August 1st. 1905. Must understand thoroughly every detail of Pineapple packing, and operating such factory. State experience, salary expected. Address, "PINEAPPLE," THE TRADE.

SITUATIONS WANTED.

WANTED—Position as processor in first class plant packing peas, corn, beans, apples and tomatoes. Expert on Maine style corn and dry pumpkin. Will sign for moderate salary until January 1, if preference is given, after approval, for 1906. Western or southern factory preferred. Address, stating what you have to Western, care of The Trade.

POSITION WANTED.—An all around preserver, Ketchup, Sauce or Mustard Maker, Understanding Canning, Pickling and Salting, with the best of references and years of experience, is open for position. Address Preserver, 213 Conti St., Mobile, Ala.

Notice to packers and canners---Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

Condensed Soup Chef. Makes highest grade and largest selling condensed soup on the market at present. Has had long experience and is thoroughly competent to make the goods and run the department. Would prefer to hear only from firms who would manufacture on a large scale. Address A. Z., care of The Trade.

POSITION WANTED—By processor and manager of 20 years experience, Can equip and manage all departments of factory or farm, good manager of help and familiar with all the latest and most approved machinery and methods. Corn, Peas and Baked Beans a specialty, also a full summer and winter line of fruits, vegetables, oysters, shrimp, etc. References from most progressive Canners. Address, Experience, 212 N.Gilmor St., Baltimore, Md.

Pickle and Preserve manufacturer wants position as foreman or manager, thirty years experience, thoroughly up to date, can make anything, thoroughly experienced in every detail. S. 1156 Fifth Ave., Grand Rapids, Michigan.

WANTED—A Position as Processor, have had ten (10) years experience in packing and canning all kinds of fruits, tomatoes. beans and pumpkins. can give the best of reference. Address, A. C. A., Box 213 Delhi, Ontario, Can.

WANTED.—Position as Salesman with good, reliable canned goods house; am thoroughly familiar with the line or will accept situation as superintendent of a canning factory for the season of 1906. Can give best of reference. Address RIGHT, care of THE TRADE.

WANTED—A Position as Superintendent or Manager. Have had twenty years practical experience, thoroughly acquainted with the canning business in all its branches, can give reference if desired. If you contemplate making a change or desire a Sober up to date man of the above experience, write me, and state your wants, to avoid a long corrospondence. Address, Sober, Care The Trade.

WANTED.—A position as Superintendent, 30 years experience; can pack all kinds of fruits and vegetables; can give the best of reference; understand all up-to-date machinery; can build or re-model canning plants, etc. Address "G. G." care THE TRADE.

SITUATION WANTED.—Situation wanted by capable Superintendent aud Processor; please investigate. Address, "INVESTIGATE," care THE TRADE.

WANTED—Position as Processor during pea packing season; would engage for thirty days. Address, Pea Processor, care of The Trade.

POSITION WANTED—By Processor and Manager having years of experience packing fruit and vegetables of all kinds, also winter goods and making of cans. Am familiar with all the latest and most approved machinery, can give best of references as to character and ability. Address, T. C. care of Geo. E. Lockwood, 308 Chestnut St., Phila. Pa.

WANTED—Position by up-to-date Processor, who understands the full line of corn, tomatoes, string beans, apples, pumpkin, etc.; in other words, fruits and vegetables; understands machinery and can give the best of references. Address Practical, care The Trade.

POSITION WANTED—By a strictly temperate Man, one who can handle a factory from the office work to the wareroom on all kinds of fruits, vegetables, jams, jellies, kraut, pickles, etc.; can give the best of references. For further particulars, address "Business," care of The Trade.

CANNED GOODS ARE TOO CHEAP!

WAREHOUSING Frost Proof. No Cartage.

MONEY PLENTY Storage rate, insurance and interest charges for loans are the lowest in the country.

Canned Goods Exported and Imported, bought and sold on commission. ***Correspondence solicited.***

FRANKLYN SPIESE, Broker,

1214 Arch Street, Philadelphia, Pa.

When in Doubt

whether it be of how to pack any special article, of the exact directions to put up anything in canned or preserved goods,

Consult

me, and I will give you the benefit of my years of experience in this line, and the charge will be very reasonable.

W. L. Hinchman,

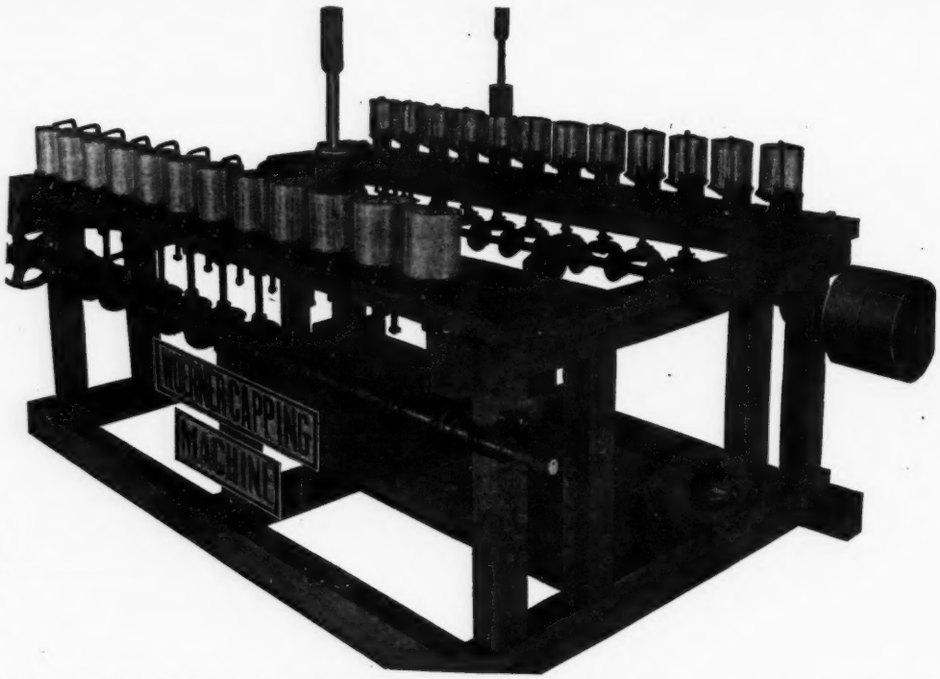
26 Milton Ave., Baltimore, Md.

CAPS SYRUP GOODS WITHOUT SCORCHING

We have been told by different canners and workmen of large experience that our capper

BEATS ANY OF THE HIGH PRICED CAPPERS 40 DIFFERENT WAYS.

It will do work that no other capper will do—that is Cap Syrup goods without trouble or scorching; also, tall cans and No. 1, No. 2, No. 2½ and Standard, without any adjustment



NO FACTORY LARGE OR SMALL IS COMPLETE WITHOUT IT.

The canner who now packs from 10,000 to 15,000 cans per day, or less, by hand, can save the cost of this Capper in one season. Make no mistake—Labor is getting scarce and more independent every day, and you must overcome it by doing with less labor.

WE CAN PROVE OUR WAY OF CAPPING IS THE CHEAPEST, surest and best way, excepting none. We have the best and stand ready to prove it.

If anyone buying a capper this winter, will send us the top of a can, we will have a pair of steels made free of charge, send a man to start the capper and give all necessary points. Do not delay.

DAVID C. WOERNER, Liverpool, N. Y.

S. O. RANDALL,
416 Marine Bank Bldg., Baltimore,
Southern Agent.

A Model Canning Factory

The plant shown is one of the most complete and perfectly appointed in the country. Under

THE HASTINGS SYSTEM

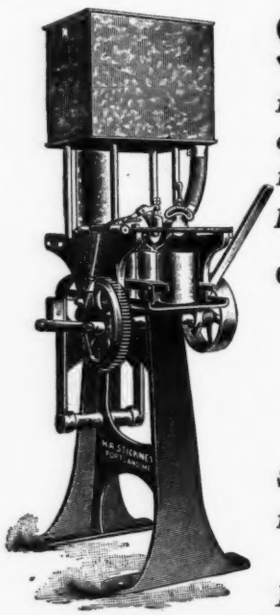
it cost less than if the owners had undertaken their own contracting. We saved them money and gave them a better, more practical and more economical plant to operate.

We Build Everything for the Fruit and Vegetable packing business. We constantly employ expert engineers, architects and superintendents.

Our Experience is Your Safeguard. Our line of machinery is complete, including Automatic Corn and Tomato Fillers, Power Capping Machinery, Horizontal, Open and Closed Retorts, Traveling Hoists, etc., Engines, Boilers, Pipe, Fittings, Belting and other general equipment —all modern and efficient in every respect.

Refitting for Profit—If your factory expense is eating up your profits, write us. We can turn the flow of money the other way. Address

THE HASTINGS INDUSTRIAL CO.,
Cor. LaSalle & Lake Streets, - - Chicago, Ill.



SYRUPING MACHINE

instantly adjustible for any quantity while going, and feeding one, two or three pound cans.

Capacity Single Line, 25,000 daily
Price $125.00.

Double Line, Double Capacity.
Price $175.00.

Special can filling machines for all purposes handling CONDENSED MILK, BAKED BEANS, FATS, OILS, MUSTARDS, &c., in round or square cans or glass jars.

New England Special Agent for Sprague Canning Machinery Company's full line.

HENRY R. STICKNEY,
PORTLAND, ME.

TIN PLATE TALKS.

DO YOU REALIZE?

That the best possible plates to use are,

Pope-- -"CLEAN AND BRIGHT"----Plates.

Just add to name UNIFORM Coating

AND GET JUST WHAT YOU NEED TO OVERCOME YOUR

: : : : : PACKING TROUBLES. : : : : :

POPE TIN PLATE COMPANY,

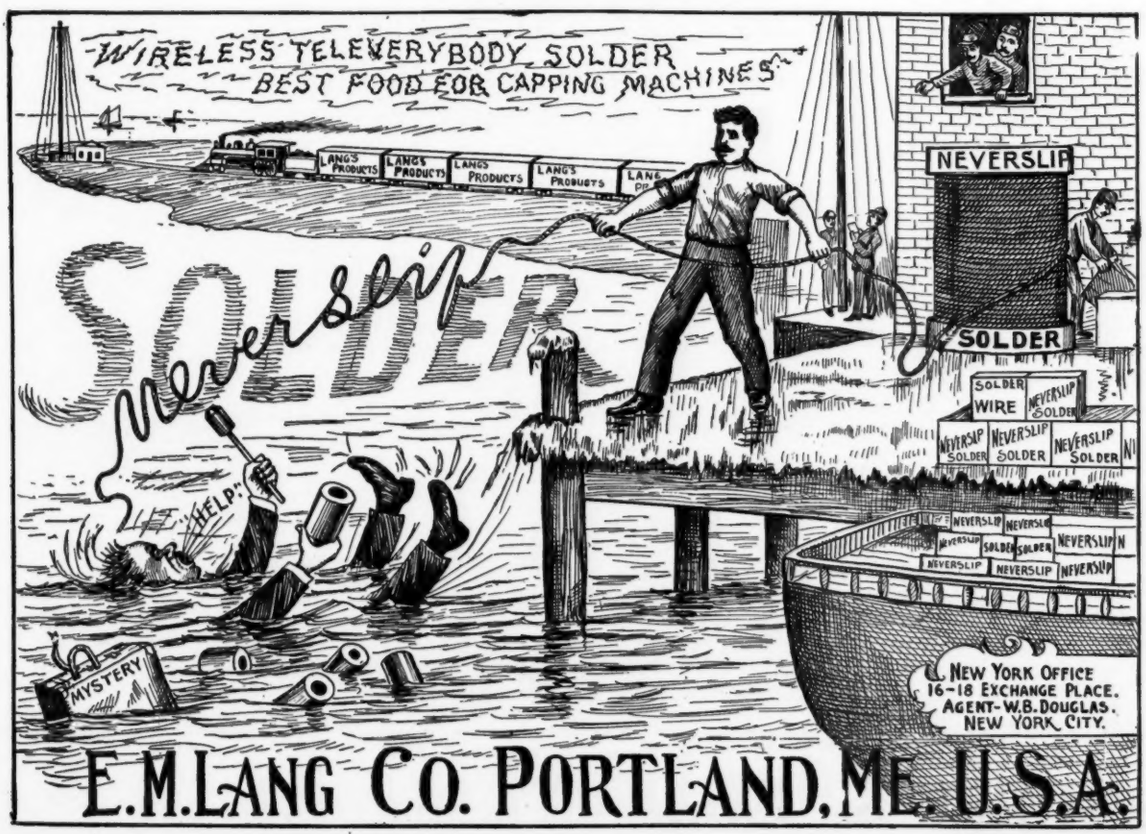
CHARLES E. POPE, President.

Offices: PITTSBURGH, PA. **Works: STEUBENVILLE, O.**

Cable Address, LANG SYNE

DID YOU SEE OUR EXHIBIT AT ATLANTIC CITY?

Aerogram Address NEVERSLIP



PROMPTNESS

in making Deliveries is one thing for which the Wheeling Can Co. is famous.

For the season of 1906 we will have a largely increased capacity and greater storage facilities, and will be in a position to take care of and furnish promptly any contracts we may undertake, and we trust that the trade will communicate with us and inquire into our facilities for furnishing them good Cans and making prompt shipment before placing their contract.

Our Word Backed Up

We offer the trade the following testimonial letter which we trust will convince them that we are able to furnish cans that are as nearly perfect as it is possible to make and that we are at all times in position to make prompt and quick shipments.

Eureka, Ill., Nov. 15, 1905.

Wheeling Can Co., Wheeling, W. Va.

Gentlemen:—Answering your favor of the 13th inst., we beg to state that our season's business with you has been most satisfactory. We have bought something over two million 2 lb. and 5 or 6 cars of 3 lb. cans and we have not had the slightest complaint of any nature to make on any shipment. As a season's supply of cans, they were the best that we ever used.

Your shipments have been prompt whenever requested and your attention to all of our orders and reqests has been all that we could possibly ask.

Yours very truly,
DICKINSON & CO.

Wheeling Can Company,

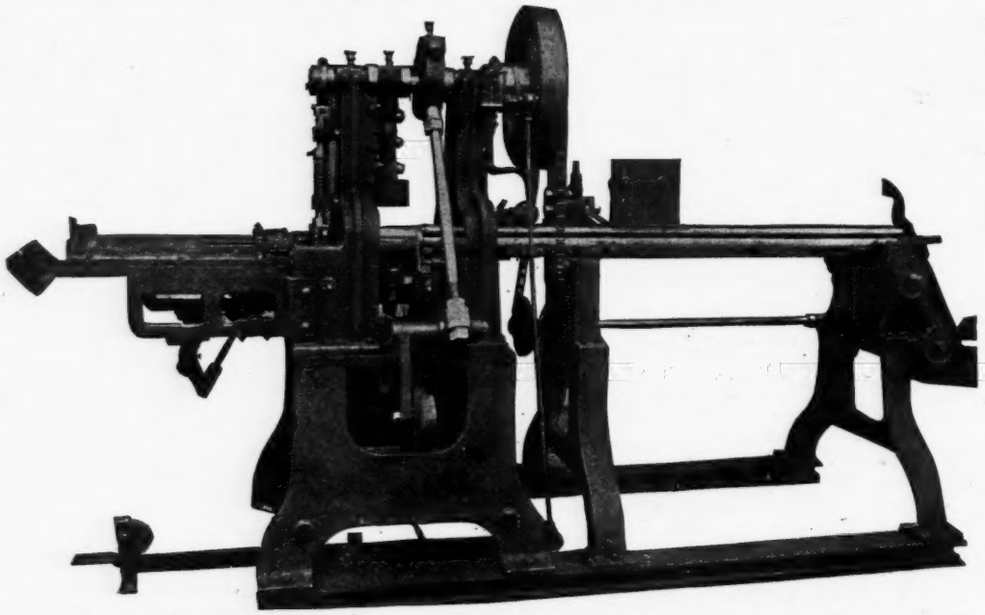
OLIVER J. JOHNSON, President.

WILLIAM DUGDALE, Sales Agent for Indiana and Kentucky,
301 Majestic Building, Indianapolis, Ind.

THE LATEST

AUTOMATIC SIDE SEAM LOCKING MACHINE

WITH SOLDERING ATTACHMENT.



The Machine shown above is our Latest Improved Lock Seam Body Forming Machine, with Side Seam Soldering Device. This Machine runs free of all jams or mashes, with a capacity of 50,000 perfected bodies a day.

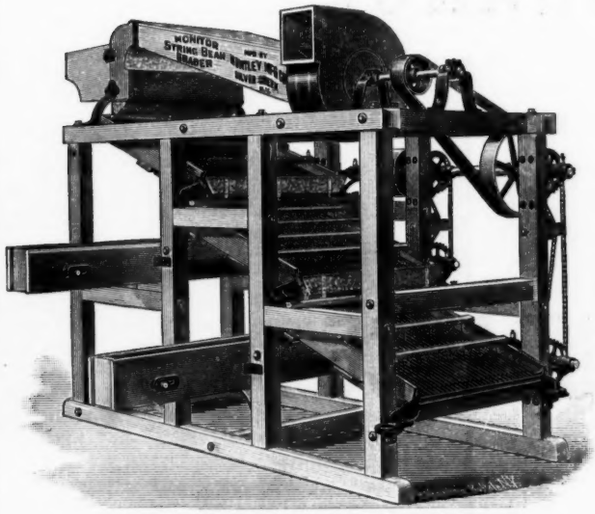
Slaysman & Co.,

{Works, 125 E. Falls Ave.
Office, 200 W. Falls Ave.} BALTIMORE, MD.

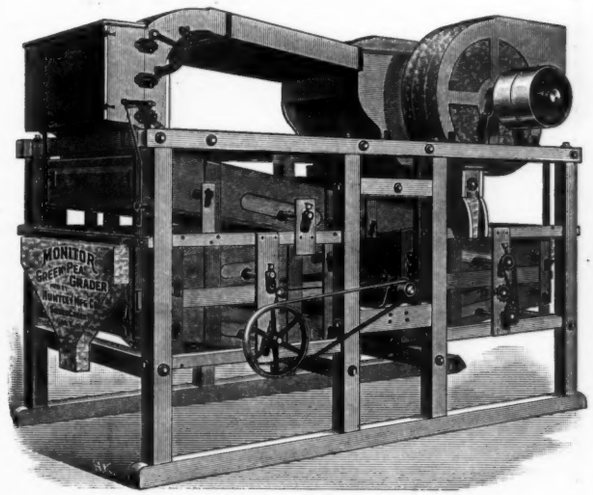
SEND FOR FREE CATALOGUE.

Here Are Four of a Kind That Are Hard To Beat

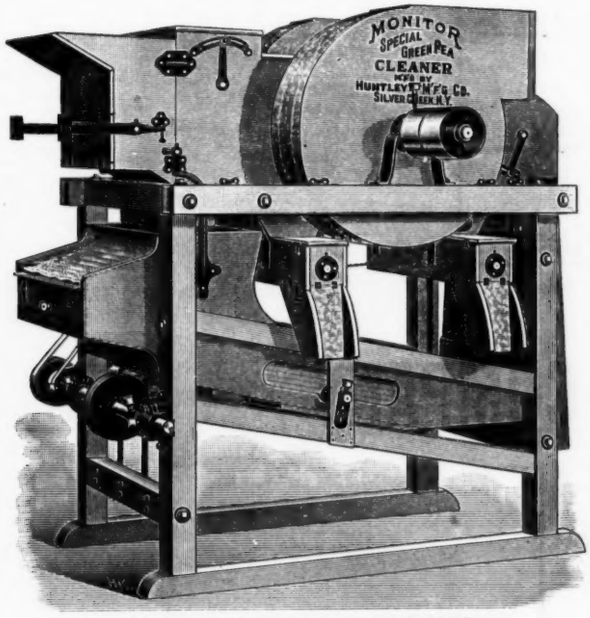
Standing in their proper places in your factory, they will easily and soon demonstrate their superiority over any other machines manufactured for similiar purposes. They will reduce the cost of production and solve the vexing problem of UNIFORMITY.



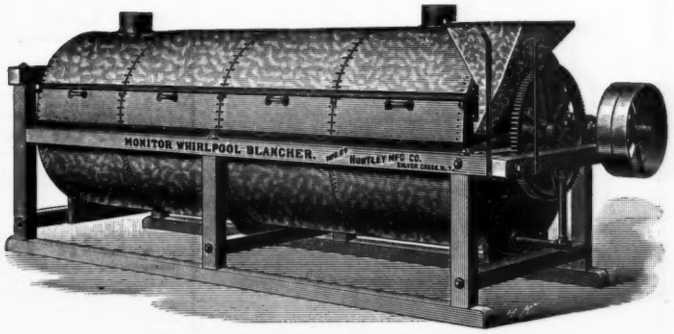
MONITOR STRING-BEAN GRADER



MONITOR GREEN-PEA GRADER



MONITOR GREEN-PEA CLEANER



MONITOR WHIRLPOOL BLANCHER

Throw Aside That Basket Blanching.

and install the Monitor Whirlpool Blancher—a machine that has given the best of satisfaction to many of the largest canners in the country during the past season. Read what this company says about it :

Hamburgh, N. Y., Sept. 27, 1905.

HUNTLEY MFG. CO., SILVER CREEK, N. Y.

GENTLEMEN:—We have your favor of the 26th and in reply beg to say that we used the Blancher we purchased from you all through the pea packing season and we take pleasure in saying that we are entirely satisfied with its work. We do not know of anything better for this purpose than your machinery.

Yours truly,
HAMBURGH CANNING CO.

Watch for the New Monitor Catalogue of Canners' Machinery.

If you haven't received this catalogue drop us a line and it will be forwarded. You cannot afford to be without it. The Monitor Line is very complete embracing Pea Graders and Cleaners, Bean Graders, Blanchers and Washers, Can Fillers and Bean Cutters. BE SURE AND GET THIS CATALOGUE.

HUNTLEY MANUFACTURING CO., ***SILVER CREEK, N. Y.***

LIFE INSURANCE

Costs a lot of money, and recent developments suggest serious questions regarding it. *Worry* destroys more lives than work. We offer : : : : : : : : :

WORRY INSURANCE

without extra charge, to the users of our cans. This is afforded by

. . Our Quality . .
Equalled by none

. . Our Capacity . .
Greater than *all others combined*

. . Our Factories . .
Separated againt *fire loss*

AMERICAN CAN COMPANY

NEW YORK
BALTIMORE
CHICAGO
SAN FRANCISCO